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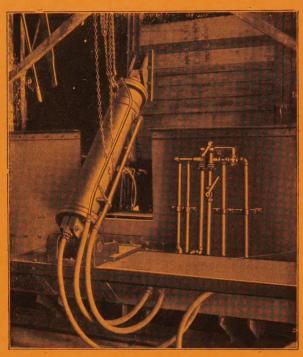
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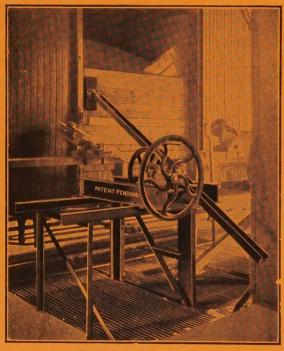
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(Continued on next page.)

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In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

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White—for seed.
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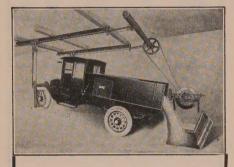
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MUCH OF THIS LOSS can be saved by the use of Kennedy Car Liners. These car liners practically condi-tion a bad order car and enable shippers to load cars that other-wise would be rejected.

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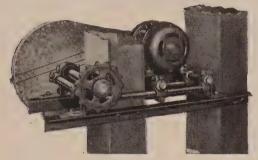
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But, with a Richardson Automatic Grain Shipping Scale you are protected against such losses, because you then know YOUR weights are accurate and right!

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Will load grain cars from your elevator without scooping in the car, both ends being filled at the same time, eliminating the hot work of a man scooping

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This Loader equipped with 30 H. P. Continental Gasoline engine, or can be driven by Fordson or other make of tractors. Loads all kinds of small grain, Ear Corn, Kafir Corn, Cobs, etc., direct from wagons into cars, cribs and

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These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon. You tear out the original to send to the claim agent, and the carbon copy remains in the book, as a record of your claim.

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Can Now Be Furnished with Tex-Rope Drive.

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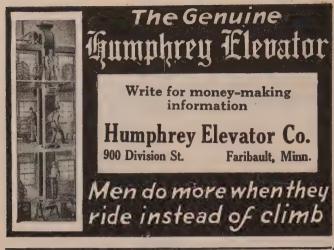
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It facilitates bookkeeping, and reduces the chance for error. Practically three books in one: 1. Original entry of all sales made. 2. Original entry of the scale weights. 3. Journal from which the posting is done. It contains spaces for 10,000 wagon loads. Each page is ruled with column headings, as follows: Date, Ledger Folio, Buyer, Driver, Gross, Tare, Net, Kind, Price, Amount, Cash, Charge.

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1929

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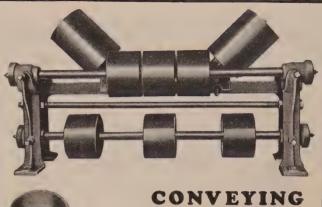
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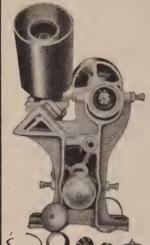
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Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

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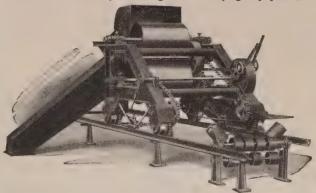
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Grain Handling & Milling Equipment

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If you are the first to apply for it.

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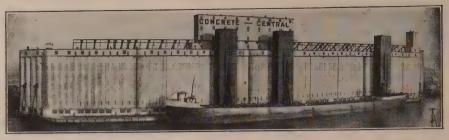


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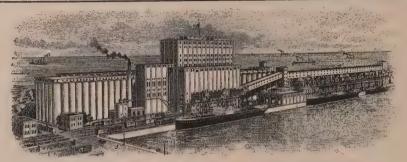


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Designed and Built by

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Capacity 5,000,000 Bushels



Equipped with Four Stewart Link-Belt Grain Car Unloaders

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IF YOU DO NOT find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

CENTRAL ILLINOIS—Modern 40,000 bu. capacity elevator and 25,000 bu. capacity crib and small grain combined. Also tenant house, office, scales, etc. On leased ground. Priced to sell. Possession at once. Write 59Z6, Grain Dealers Journal, Chicago, Ill.

WEST CENTRAL OKLAHOMA—A line of five elevators for sale, fully equipped with gas engines, Richardson Automatic Scales, truck dumps; all in good repair. Reason for selling—sickness in family. Write P. G. Newkirk Grain Co., Clinton, Okla.

WISCONSIN—Grain Elevator, Potato House, Hay House, Coal Bldgs. for sale; commanding a fine location on the C. & N. W. Ry. on direct route to Chicago. Surrounded by excellent farming community. Address 61S3, Grain Dealers Journal, Chicago, Ill.

KANSAS—12,000 bu. elevator for sale; house in A-1 condition. All up-to-date equipment. Excellent coal and feed business. Located in good territory in South Central Kansas. Priced to sell. Write 62A6, Grain Dealers Journal, Chicago, Ill.

NORTHWESTERN INDIANA—15,000 bushel electrotrope built in 1926; modern machinery; electric power; in good grain territory doing a nice business in grain and all side lines, also a large grinding business. One of partners wishes to retire reason for selling. Address 62A10, Grain Dealers Journal, Chicago, Ill.

KANSAS Elevator practically sold after three insertions. Here's what the advertiser writes: "'We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

INDIANA ELEVATORS FOR SALE.

Owing to the sickness of Mr. Stiefel, we are liquidating our business and are offering our New Haven, Dawkins, Maples, Ossian and Eaton elevators for sale. For all information write.

Stiefel & Levy, Fort Wayne, Ind.

BARGAIN IF TAKEN AT ONCE—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

ELEVATORS FOR SALE

KANSAS—12,000 and 4,000 bushel elevators for sale at a bargain if taken soon. We mean business, 61Q12, Grain Dealers Journal, Chicago, Ill.

YOU MAY BE MISSING SOMETHING.

AN ILLINOIS elevator company running a 3 line ad in one issue says: "We had 25 applications from that ad. Thank you."

CENTRAL NEBRASKA—A line of four elevators for sale; fully equipped with gasoline engines, cleaners, automatic scales and truck dumps. Good wheat and corn territory. Address 62A7, Grain Dealers Journal, Chicago, Ill.

Some SERVICE to your ads. I sold my elevator to the first man that answered the ad. But I received a nice number of inquiries, too. Kansas Dealer.

ELEVATOR BROKERS.

ALWAYS HAVE ELEVATORS for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

WANTED—To hear from owner having elevator or other business for sale. Give particulars and cash price. Write John J. Black, B 179, Chippewa Falls, Wisconsin.

ELEVATOR FOR SALE OR TRADE.

WESTERN OHIO—15,000 bushel elevator for sale. No better farming section in the state. Good coal, feed and grocery business. 2 acres ground and dwelling. Doing good business. Changed hands only once in 30 years. Would trade for small grocery. M. J. Runner, Rural Route 1, Arcanum, Ohio.

BUSINESS OPPORTUNITIES

MICHIGAN—Flour mill, elevator and coal shed for sale at a sacrifice on account of ill health. Mayville Milling Co., Mayville, Mich.

TWO HIGH CLASS FARMS for sale; might consider first-class elevator points on exchange, in Illinois, Indiana. Address 61Y16, Grain Dealers Journal, Chicago, Ill.

FOR SALE

ESTABLISHED wholesale hay, grain and brokerage business. For particulars address XL, Box 725, Walla Walla, Wash.

FEED BUSINESS FOR SALE.

FOR SALE—Coal yard in good town; no incumbrance; best location; exceptional opportunity. Priced to sell, terms. Address 62B10, Grain Dealers Journal, Chicago, Ill.

CALIFORNIA—Feed manufacturing and warehouse business on tracks, 10 year lease; 22,500 sq. ft. floor space; brick building; in good poultry section, 50 miles from Los Angeles; inventory, \$8,000. Address Special Feed & Warehouse Co., 3rd & Ramona Sts., Corona, Calif.

SAMPLE ENVELOPES

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, III.

ELEVATORS WANTED

ELEVATOR WANTED in Illinois or Indiana handling grain and feeds. J. C. Welch, Bunker Hill, Ill.

WANT TO EXCHANGE improved 320 acres 4 miles from Alton, Kansas, for grain elevator in North Central Kans. Box 13, Mahaska, Kans.

CHOOSE YOUR ELEVATOR from the many offered. Insert an advertisement in the "Elevators Wanted" column of the Grain Dealers Journal, and select one at a satisfactory price and station.

WANTED to lease for a year with an option to buy, a grain elevator in Central or Western Kansas or Oklahoma. Experienced buyer. Address 62A5 Grain Dealers Journal, Chicago, Ill.

WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. READ and USE THEM.

SITUATION WANTED.

POSITION WANTED as manager of grain elevator. Have 15 years' experience. Best references. Can come at once. Everett W. Cox, 408 N. Walcott St., Indianapolis, Ind.

POSITION wanted as manager of farmers elevator; have had 6 years experience as manager of small country elevator. Good references furnished. Address 62A15, Grain Dealers Journal, Chicago, Ill.

WANTED—Grain elevator employment with reliable firm. Have 25 years' experience in grain elevator work. Can do own repair work. Will furnish references if desired. Louis Bracksman, Brook, Ind. RFD Route 3.

WANT POSITION as elevator manager; have had 6 years' experience in Farmers grain and feed elevator; good bookkeeper and can furnish best of references; age 47. Address 62A14, Grain Dealers Journal, Chicago, Ill.

THOROUGHLY EXPERIENCED GRAIN buyer open for position; general office work in both cash and futures; terminal elevator experience. Married; can furnish references as to character and ability. Write 62B6, Grain Dealers Journal, Chicago, III.

TRACK BUYER, understanding grain traffic, having country elevator experience on large scale, and for four years and at present, a Federal Licensed grain inspector, wants a change. What have you to offer? Address 62A1, Grain Dealers Journal, Chicago, Ill.

SUCCESSFUL AND EXPERIENCED farmers elevator manager with a real record desires position with good company; experienced in all side lines; good accountant; good mixer with public; Illinois or Indiana preferred. Address 61Z10, Grain Dealers Journal, Chicago, Ill.

THE WANTED-FOR SALE DEPARTMENT

of the Grain Dealers Journal is a market place where buyer and seller, employer and employe, and those offering investments can meet to their mutual advantage and profit and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

The GRAIN DEALERS JOURNAL.

HELP WANTED.

WANTED—Manager for farmers' elevator at aldena, Ill. For particulars write Henry F. hippert, Sec'y, Dixon, Ill., R. No. 8.

competent and experienced elevator nanagers, foremen, bookkeepers, auditors, second men and solicitors can easily and quickly e found through an ad in the "Help Wanted" plumns of the Grain Dealers Journal, Chicago,

PARTNER WANTED.

YOU CAN SECURE a partner if you make our wants known to the grain trade through he Partners Wanted column of the Grain

SCALES FOR SALE.

FOR SALE—Three-ton Fairbanks Hopper cale, complete, first-class condition. Write Vashburn Milling Co., Malone, N. Y.

RICHARDSON Automatic Scales, 4 to 8 bu. apacity, for sale; fine condition. Also R. R. rack scales. Address Standard Mill Supply to., 501 Waldheim Bldg., Kansas City, Mo.

STANDARD 100 ton, 50 feet,
Brand new, big sacrifice to move quick.
We specialize in track scales.
ZELNICKER in St. Louis.

SCALES WANTED.

RICHARDSON AUTOMATIC SCALES bought and sold. Address 61S14, Grain Dealers Journal, hicago, Ill.

WANTED—Richardson Automatic grain and ag portable scales. State capacity, how long sed and lowest price. Morse Engineering Co., 02 Waldheim Bldg., Kansas City, Mo.

SECOND HAND SCALES for sale of any make, size or price, always find ready buyers when represented in the "Scales For Sale" colmns of the Grain Dealers Journal.

FUNNY EXPERIENCES.

FUNNY STORIES WANTED.

Write the story of your funniest grain trade sperience to the Journal and you will receive the dollar for each story published. Address the Smile Coaxer, Grain Dealers Journal, Chiago. Ill.

ENGINES FOR SALE

FOR SALE—Three OLDS gasoline engines, two 18 hp., one 35 hp.; one HERCULES gasoline engine, 5 hp.; all in good condition. Write Smith Bros., Velte & Co., Lake Odessa, Mich.

OIL ENGINES

4-page Bulletin of Bargains just issued. ZELNICKER in ST. LOUIS. Rails, Equipment, Heavy Machinery.

MOTORS FOR SALE.

220/440 V. 3 PHASE MOTORS

1.—75 hp, 750 rpm, 25 cy. Lincoln (new).

1.—60 hp, 600 rpm, 60 cy. General Electric.

1.—50 hp, 1200 rpm, 60 cy. General Electric.

1.—40 hp, 1800 rpm, 60 cy. Wagner (slip ring).

1.—40 hp, 1160 rpm, 60 cy. General Electric.

1.—35 hp, 1130 rpm, 60 cy. Westinghouse.

5.—30 hp, 1200 rpm, 60 cy. General Electric.

All sizes, A. C. & D. C. Write for List. Overhauled and Guaranteed. Low prices.

V. M. NUSSBAUM & CO., Fort Wayne, Ind.

DYNAMOS AND MOTORS WANTED—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMOS-MOTORS" columns of the Grain Dealers Journal—the medium for power

HAY FOR SALE—WANTED

GET FULL MARKET value for your hay and straw. Ship to John Devlin Hay Co., Inc., 192 N. Clark St., Chicago, Ill. ALFALFA HAY for sale. Write for delivered prices.

SEEDS FOR SALE

FOR SALE—Woodburn's yellow dent corn, grown from certified seed, well matured, early selected. The Mast Farm, Waterville, O.

SEED BUYERS AND SELLERS can quickly sell any quantity or buy any amount or quality by making their wants known through the "Seeds Wanted—For Sale" columns of the Grain Dealers Journal, Chicago, Ill.

INFORMATION BURO.

READERS DESIRING to learn by whom or where any grain handling machine or device is made can generally obtain it promptly by addressing Information Buro, Grain Dealers Journal, Chicago, Ill

HELPFUL BOOKS FOR CARLOT GRAIN HANDLERS.

Clark's Fractional Values table is on heavy cardboard, 9½x11 inches, showing the value of any quantity from 1 to 50,000 bushels by ten bus. breaks at ½, ½, ¾, ½, ½, ¾, and ¾ cents. The number of bushels is shown in red and the value in black. Price 25 cents.

Clark's Decimal Wheat Values cover only wheat and show the value at a glance or with one addition of any quantity of wheat from 10 lbs. to 100,000 lbs. at any market price from 50 cents to \$2.39 per bushel. Printed on ledger paper and bound in art canvas. Weight 12 ozs. Order Form 33XX. Price \$2.00.

Purchase and Sale Contracts give a quick reference to Purchases and Sales. The Purchases being recorded on the left hand page and Sales on the right so user can quickly determine if he is long or short. Bound in tan canvas. 100 double pages size 8½x14 ins. Order Form 18 P&S. Price \$3.00. Weight 2½ lbs.

Shipping Notices Duplicating: A convenient form for advising receivers of the kind, grade and weight of grain shipped.

Fifty white bond originals, machine perforated, easily removed without tearing, and 50 manila duplicates, bound in heavy hinged pressboard covers, with two sheets of carbon, size 5½x8½ inches. Order Form 3SN. Price 75c. Weight 8 ounces.

Confirmation Blanks, Triplicating, will enable you to avoid disputes, differences and prevent expensive errors. Space is provided on our Confirmation Blanks for recording all essential conditions of each trade. You retain tissue copy, sign and send original and duplicate to customer. He signs both and returns one. Fifty confirmations in triplicate, bound in pressboard with two sheets of dual faced carbon, size 5½x8 inches. Order Form 6CB, 90 cents. Weight 9 ounces.

Leaking Car Report Blanks bear a reproduction of a box car and a form showing all points at which a car might leak, thus facilitating the reporting specifically places where car showed leaks at destination. One of these blanks should be sent with papers for each car with the request that it be properly filled out and returned in case of any signs of leakage. Printed on bond, size 5½x8½ inches, and put up in pads of 50 blanks. Order Form 5. Price 40c a pad; three for \$1.00. Weight 3 ounces.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL, 309 So. LaSalle St., Chicago, Ill.

THE BEST WAY to dispose of anything is to advertise it. You may have something to sell or trade which would be of advantage to many who are unaware of the opportunity offered because you are not letting it be known to our subscribers through the columns of this publication.

Truck Loads to Bushels

Direct Reduction Grain Tables on cards reduce any weight from 600 to 12,090 lbs. to bushels of 32, 48, 56, 60, 70 and 75 lbs. by 10-pound breaks. Just the thing for truck loads.

Printed on both sides of six cards, size 10\frac{3}{4} x 12\frac{3}{4} inches with marginal index, weight 1 lb. Price at Chicago, \$1.50. Order 3275Ex.

Grain Dealers Journal

309 So. La Salle St.

Chicago, Ill.

MACHINES FOR SALE.

FOR SALE.

15"x30" Allis-Chalmers Flaking and Crimping Rolls, late style "QA"; in good condition. Write or wire Standard Mill Suply Company, 502 Waldheim Bldg., Kansas City, Mo.

FOR QUICK SALE.

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. DIAMOND HULLER CO., Winona, Minn.

BATCH MIXERS.

Latest type, very best on the market, from 400 to 4,000 pounds capacity. Prices reasonable, let us have your inquiries for prompt shipment. Standard Mill Supply Company, 502 Waldheim Bldg., Kansas City, Mo.

REAL BARGAINS.

Prompt Attention. Quick Shipments.
When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers,

several well-knownengines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans specifications, flow sheets, etc., our specialty.

Write us without delay.

SPROUT, WALDRON & CO.,

Chicago, Ill.

MACHINERY BARGAINS

MACHINERY BARGAINS

1 HUGHES SLOW SPEED HAMMER MILL;
1—2000 lb. Horizontal Monarch Feed Mixer; 1—2000 lb. Hughes Vertical Batch Mixer; 1—1000 lb. Guantt Mixer; 1—500 lb. Savage Mixer, with sifter and feeder; 1—No. 3 Monarch Cracked Corn Grader; 1 Cracked Corn Polisher; 1 New Ball Bearing Combined Corn Cracker and Grader; 1 No. 4 Monarch Cob Crusher; 180 ft. of 16" Conveyor in Steel Box (new); 1 No. 3 Monarch Cracked Corn Grader; 1 No. 3 Hess Drier; 1 Bag Piler; 1 Manlift, similar to Humphrey; 1 Car Puller; 100 lb. Fairbanks Bagging Scale; Hopper and Platform Scales; Hutcheson and Western Corn Shellers; 1—No. 5 Monitor Corn and Wheat Cleaner; 1—No. 5 Monitor Corn and Wheat Cleaner; 1—No. 5 Monitor Wheat Cleaner; 30 and 35 H.P., 60 cycle, 440 volt Motors; 1—25 H.P. Type Y Fairbanks-Morse Oil Engine; 4 Water Wheels; 22" and 24" Motor Driven Monarch Attrition Mills with new Motors; 22" and 24" double belt driven Monarch Attrition Mills; 1—20" Robinson Mill; 1—18" Robinson Mill with Ball Bearing Drive; 1 Casein Grinder; Horseshoe Magnets; Corn Meal Bolters; Wood, Iron and Paper Pulleys; 1—9x14, Three Pair High Feed Roll; 1—9x24 Two Pair High Feed Roll. Elevators, all sizes. Everything for the Elevator and Feed Mill. Write your Wants. A. D. Hughes Co., Wayland, Mich. your Wants. A. D. Hughes Co., Wayland, Mich.

Bargain Sale in Soiled and Shelf Worn

Weighing grain in car lots without hopper or platform scales by Fred P. Miller. One slightly damaged copy at half price, 75c. Order "Miller Special."

Two Railroad Claim Books for overcharge in freight or weight. Each book contains 100 original and 100 duplicate blanks with two-page index and four sheets of carbon; slightly soiled. Very special at \$1.25 and postage. Order "Special At 12"

CLARK'S DOUBLE INDEXED CAR REGISTER for track buyers and terminal and primary market receivers gives ready reference to the record of any car. One soiled copy (used as printer's sample) containing space for 21,600 cars, \$1.75 and postage. Order Form 42.

Gold Bricks of Speculation, a study of specu-Gold Bricks of Speculation, a study of speculation and its conterfeits and an expose of the methods of bucketshop and "Get-Rich-Quick" swindles. We have a few of these interesting books soiled from display, written by John Hill, Jr., of the Chicago Board of Trade, which we will send on receipt of \$1.00 each and postage to carry. Weight 4 lbs. Order "Gold Bricks of Speculation Special."

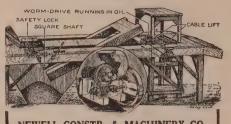
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GRAIN DEALERS JOURNAL, 309 So. LaSalle St., Chicago, Ill.

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One 22-in. double head Bauer ball bearing One 22-in. double head Bauer ball bearing motor driven, Attrition Mills; 1 three pair high 9x18 Allis Feed Mill, in excellent condition; 1 Hess corn and grain drier, new, never has been set up, capacity 1,200 bu. per 24 hrs. For reasonable quotations on all kinds of mill and Hevator equipment write or wire STANDARD MILL SUPPLY COMPANY, 501 Waldheim Building, Kansas City, Mo.



NEWELL CONSTR. & MACHINERY CO. Cedar Rapids, Iowa Originators of the Electric Truck Dump

Purchase and Sale Contracts

Is a double page form designed for recording contracts for the purchase and contracts for the sale of grain. Each kind of grain is entered on a page by itself so dealer may quickly. total columns, and ascertain whether he is long or short.

The left hand pages are devoted to——Purchased; the column headings being; Date; From Whom; Bushels; Grade; Delivery. Price; By Whom Bot; How; and Remarks.

The right hand pages show——Sold, under which the following information is recorded date; To Whom; Bushels; Grade; Shipment; Price; By Whom Sold; How; and Remarks.

The book is well printed and ruled on linen ledger paper, size 8½x14 in., and contains 80 double pages. Bound in full canvas and heavy board covers. Order Form 18 P & S. Price \$3.00.

Send all orders to

GRAIN DEALERS JOURNAL Chicago, III 309 S. La Salle St.

Receiving and Stock Book

Form 321 is designed for keeping a record of each kind of grain received at a country elevator in a separate column so that the buyer by adding up columns may quickly determine the number of bushels of each kind of grain on hand. Columns are also provided for date, name, gross, tare, net pounds, price, amount paid and remarks.

The book 12 printed on Linen Ledger paper, well bound with keratol back and corners. Each of its 160 pages is 9x12 inches, giving room for recording 3200 wagon loads. Weight 2 lbs. 5 oz. Price \$3.00.

Grain Dealers Journal 309 South La Salle St., Chicago, Ill.

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Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light and durable. The dull, non-reflecting surface of the metal, which will not rust or tarnish, assists the user to judge of the color and detect impurities.

Grain Size, 2½x12x16½″, \$2.00.

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Send All Orders to

GRAIN DEALERS JOURNAL, 309 So. LaSalle St., Chicago, III

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309 So. La Salle St., Chicago, Ill.

Gentlemen:-In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the Grain Dealers Journal on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm

Capacity of Elevator

Post Office

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BUCKEYE BRAND FIELD SEEDS

Strictly No. 1 Quality The J. M. McCullough's Sons Co

WE SPECIALIZE IN

ALFALFA BLUE GRASS

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WRITE FOR SAMPLES AND PRICES

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Buyers and Sellers of All Varieties of Field Seeds

Headquarters for Redtop Orchard Grass and Kentucky Blue Grass

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Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder,

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NORTH AMERICAN SEED COMPANY

MILWAUKEE, WIS. "QUALITY BRAND"

Hardy Wisconsin Grown Clovers FIELD SEEDS SEED CORN Write for Samples and Freight Paid Prices

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Glad to Quote

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Buyers SEEDS Sellers ALFALFA, CLOVER, BLUE GRASS, SWEET CLOVER

KANSAS CITY, MO.

John L. Kellogg Seed Co.



Chicago Illinois

If you have a good thing

Tell the Grain Dealers-They'll do the rest-

Advertising is the quickest and best way-but it must be the right kind of advertising.

If you have spent your good money without satisfactory results, it's a case of wrong article or wrong advertising.

The easiest, most direct, most popular and most effective way to the grain dealer is The Grain Dealers Journal route.

Try it.

Grain Receiving Record Books

Grain Receiving Register. One of the best forms for recording wagon loads of grain received. It contains 200 pages, size 8½x 13¾ inches, ledger paper, capacity for 8,200 wagon loads. Bound in canvas. Some enter load records as received, others assign a page to each customer, while others assign pages to different kinds of grain. Bound in strong board covers, canvas back. Headings of 11 cols. are: "Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, Remarks." Shipping weight, 2¼ lbs. Order Form 12AA. Price \$3.00.

Wagon Loads Received has columns headed: "Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars and Cents, Remarks." It has 200 pages, size 9½x12 inches, and room for 4,000 loads. Printed on linen ledger paper, with strong cloth covers and keratol corners and back. Shipping weight, 2 lbs. Order Form 380. Price \$3.00.

Receiving and Stock Book. Many dealers prefer to keep each

Receiving and Stock Book. Many dealers prefer to keep each kind of grain received from farmers in separate columns so each day's receipts may be easily totaled. This book is designed for this purpose. It contains 200 pages, size 9½x12 inches, and will accommodate 4,000 loads. Well bound in black cloth and keratol back and corners. Shipping weight, 2½ lbs. Order Form 321. Price \$3.00.

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ping weight 4½ lbs. Price, \$5.50.

Grain Scale Book is designed to assign separate pages to each customer and their names can be indexed so their accounts can be quickly located. It contains 252 numbered pages, of high grade linen ledger paper. Each page is 10½x15¾ inches, will accommodate 41 wagon loads and 1t has a 28-page index. Well bound with cloth and keratol back and corners. Shipping weight, 4½ lbs. Order Form 23. Price, \$4.75.

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Grain Shipping Record Books

Record of Cars Shipped. This form enables country shippers to keep a complete record of each car of grain shipped from any station, or to any firm. It has the following column headings: Date Sold, Date Shipped, Car Number, Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight Busheis, Destination Bushels, Over, Short, Price, Amount Freight, Other Charges, Remarks. The book contains 80 double pages of ledger paper, size 9½x12 inches, and has spaces for recording 2,320 carloads. Well bound in heavy cloth with keratol back and corners. Shipping weight, 2½ lbs. Order Form No. 385. Price \$3.00.

Sales, Shipments and Returns. Is designed to save time and prevent errors. The pages are used double. The left hand pages are ruled for information regarding "Sales" and "Shipments"; the right hand for "Returns". The column headings enable you to make complete records for each transaction. The book contains 80 double pages, and index of ledger paper, size 10%x16 inches, will accommodate records for 2,200 cars. Bound in heavy canvas with keratol corners. Shipping weight, 3% lbs. Order Form 14AA. Price \$3.75.

Grain Shipping Ledger for keeping a complete record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and page is indexed. This book contains 80 double pages of ledger paper with 16-page index, size, 10½x15% inches, well bound with cloth covers and keratol back and corners. Shipping weight, 4 lbs. Order Form No. 24. Price, \$4.26

Shippers Record Book. This book is designed to save labor in handling grain shipping accounts and gives a complete record of each car shipped. Its 80 double pages of ledger paper, size 9½x12 inches, provide spaces for 2,320 carloads. Wide columns provide for the complete record of all important facts of such transactions under their respective heads. Bound in heavy cloth with keratol back and corners. Shipping weight, 2½ lbs. Order Form 20. Price \$3.00.

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309 South La Salle St., Chicago, Ill.



LINK-BELT Silent Chain is today up-holding, in every industry, its reputation as the ideal drive because it "stands the test of time" in service. Many drives have been giving trouble-free service for 5, 10, 15 to 20 years.

Link-Belt Silent Chain is not affected by heat, cold, moisture or oil. Its action is positive under all conditions. It operates on short or long centers. It delivers 98.2% of the energy of the prime mover (on actual test).

If you are not acquainted with Link-Belt Silent Chain, have one of our experienced power transmission engineers show you its many advantages. Send for Data Book 125 and Stock List 725.

FLEXIBLE AS A BELT-POSITIVE AS A GEAR-



MORE EFFICIENT THAN EITHER

LINK-BELT COMPANY

3601

Leading Manufacturers of Elevating, Conveying, and Power Transmission Chains and Machinery

CHICAGO, 300 W.Pershing Rd. INDIANAPOLIS, P.O. Box 85. PHILADELPHIA, 2045 W.Hunting Park Ave. SAN FRANCISCO, 19th and Harrison Sts.

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Birmingham, Ala. - 229 Brown-Mark Bidg. Deliver - 101 Mercantile Bank Bidg. Milwaukee - 1103-4 Statler Bidg. Detroit - 5938 Elicotot Statler Bidg. Detroit - 5938 Michigan Trust Bidg. New Orleans - - 621 S. Feters St.

Buffalo - 554 Elicott Square Crand Rapids - 536 Michigan Trust Bidg. New York Charlotte, N. C. 990 Commercial Bank Bidg. Kansas City, Mo., R. 436, 1002 Baltimore Ave. Oakland, Calif. - - 626 Third St.

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The GRAIN DEALERS, JOURNAL

GRAIN JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A. Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods for progressive wholesale dealers in grain and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

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SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 20c.

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THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator operators is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, newsitems, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, JANUARY 25, 1929.

THE DEGREE of cold is never low enough warrant heating the carburetor of the gasoe engine with a torch.

SEALS consecutively numbered are the only liable means of proving that a car has been ened by an unauthorized person.

DO YOU know how to hedge against your rchases of grain from farmers and gain proction against any declines in the market ice? Then tell our readers.

THE CROP KILLERS Union has declared strike against the winter wheat crop, having en so successful last March they are encoured to make an earlier start this season.

BIDS AND OFFERS, also known as puts d calls, are shorn of all mystery by a leading oker in privileges who explains in this numr how the weekly indemnities may be used ectively.

WE ARE glad to correct an error which peared in this column of the Journal for nuary 10th. We located Charles Harold atz at Buffalo when he didn't even claim sidence in that enterprising city.

PUTTING in a side line already handled in wn by a regular merchant is unsatisfactory all concerned, and the grain shipper who ies to split up a business none too large to cupy the established dealer in farm machiny, coal or lumber is simply inviting the agieved to retaliate by making a side line of e grain business.

THERE IS HARDLY anything in this world that some men cannot make a little worse and sell a little cheaper, and the people who consider price only are this man's lawful

SELLING cash grain in advance of shipment is a practice endorsed by grain men of long experience; but those who consign for sale after arrival occasionally have their innings as during the present January.

THE OFFICE that is clean and with everything in its place does not invite loafers, but attracts trade, since would-be customers are quick to sense an atmosphere that appears to be keyed up to serve them promptly.

THE RECEIVER who encourages a scooper by paying his drafts deserves what he gets when he honors an overdraft on an unweighed consignment, and the country shipper suffering from the scooper's competition will shed no

MARKET information received by former grain shippers from grain receivers who do not read the news columns of the Journal to correct their mailing lists should not be displayed promiscuously to create dissatisfac-

SENDING the grain trade news of your section for publication in the Journal encourages your brother dealers elsewhere to do the same and assists us to make the news columns of greater value to the trade. Let us hear

OVERBIDDING the market is a confession of incompetence to conduct a grain buying business. The dealer who knows what grain is worth and sticks to the price quoted earns the respect of his patrons and a profit on his purchases as well.

THE WOODEN SHINGLE is a standing invitation to the locomotive spark to set fire to the elevator roof. Instead of repairing a shingle roof take off the shingles and put on metal, which has the added advantage of being a protection against lightning when properly grounded.

BOOSTING the rentals for elevator sites on the right of way is a practice that seems to have been discontinued by the railroad companies due to the firm resistance encountered from grain dealers who read the Journal and know that 6 per cent on the fair value is all that can be exacted.

WHEN railroads for their own convenience remove grain inspection yards to points far from the center of trade as they have done at Chicago they should in all fairness give the producer more time to order the disposition of cars after notice of arrival. The carriers themselves have created the condition for which they collect \$2.70 per car; and the holding for grain inspection is a burden imposed by the law requiring inspection and is not a privilege enjoyed at the shipper's request. It is characteristic of railroad attorneys' tactics that at the Chicago hearing on disposition orders last week they tried to sneak into the record a finding by Examiner Bell that had been overruled by the Interstate Commerce Commission.

THE SALUTARY decisions of the courts a few years ago holding bankers responsible for passing on forged Bs/L seem to have induced the bankers to consider the personality of the customers presenting drafts, judging by the absence of such frauds by total strangers to the grain business.

ARBITRATION agreements will be given the force of law in Kansas, as they already are in several leading eastern states, under a bill sponsored by the Kansas Grain Dealers Ass'n, making the decision of the arbitrators operate as a judgment, the loser to pay the costs. As soon as this bill is introduced and its file number given all grain dealers should rally to its support.

NOW when so many grain exchanges are planning to take up stock trading as a side line is the time for them to clothe their listing com'ites with power to investigate, and to give positive instructions not to quote stocks that have no intrinsic merit. Those exchanges that adequately protect the buyer of securities will quickly gain the confidence of the banking community and the commissions of the

COOPERING of cars may not be as well done as the shipper has a right to expect of the railroad company. Its dereliction may lead to loss in transit if the shipper does not carefully inspect each car before loading. If the neglect can be remedied by a little work by the shipper well and good; if not, the car should be refused as unfit for grain loading, to give the railroad an opportunity to send it to its "rip" track.

FREE STORAGE is not valued by the farmer who comes to estimate it at what it costs, which is nothing, and is no real inducement to the grower to patronize the elevator giving storage free. By charging what the storage is worth and using the proceeds to pay for an improvement of the driveway approach or making the premises otherwise more attractive, the dealer will get more business and add permanent value to the plant.

GRAIN INSPECTORS are criticised quite vigorously by L. R. Watts in this number because they go out of their way to report all the faults and defects they find in each sample of grain without calling attention to any of the good characteristics. They seem determined to depress the value of the farmers grain to the full extent of their ability. Mr. Watts will have the full sympathy of grain shippers generally in his contentions.

IMPASSABLE ROADS are preventing the delivery of much corn sold when the market was lower. Corn generally takes on weight during damp, rainy weather, but under the foregoing conditions every corn grower who has sold his crop will be grieved by an unexpected shrinkage in the number of bushels obtained for delivery on his sale. In the meantime the elevator operator who failed to record his contract for purchase in writing will worry a lot over what he is likely to receive. He must make good on his contract for delivery even tho all his farmer patrons default on their sales.

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COUNTRY SHIPPERS who are experiencing difficulty in obtaining cars or an ample supply of grain doors should immediately take up the matter with the superintendent of their division and failing to obtain relief they should take it up with the market they usually patronize with their shipments. While car loadings are heavy there seems to be no excuse whatever for any district suffering because of lack of good box cars for grain.

CHANGING MANAGERS frequently is one way to ruin a country elevator business. The new men never know the farmers, never know from whom to expect sharp practice in the delivery of grain to the elevator. Then the inside of the plant has its peculiarities, all of which can be learned only by experience in that locality. Some of the most successful elevator companies have retained the same manager at a fair salary for many years.

LOW RENTAL on a right of way site for a grain elevator should be weighed against the clauses in the lease saddling upon the grain shipper all the risk of fire and wreck properly carried by the railroad company. The fact that the laws of some states as Minnesota and North Dakota make it possible for the grain dealer to demand a site at a reasonable rental. as stated in "Asked-Answered," this number, does not make the occupancy of such a site less of a risk to the owner of the grain and the building.

LOADING cars uniformly mixed guarantees the shipper the grade he has a right to expect, and profitably rewards the extra expenditure of time and power required to re-elevate, run over and clean the grain. Cars unevenly loaded are the bane of the grain inspector, and if the sampler happens to poke his trier into the worst spots no one can deny that the grain in his sample bag was in the car. The outraged inspector will give the poor shipper the limit allowed by law, which is the lowest grade found in the car.

A STOCK sales pavilion has been added to the elevator of the Farmers Co-op. Co., at Frankfort, Ind., with profitable results. Livestock sales are held weekly by local auctioneers who lease the pavilion at a rate profitable to the owners and the owners of the livestock leave their stock to be fed and cared for by the elevator manager until the day of sale. So far this new sideline has proved a very profitable undertaking as the auctions are well attended and livestock is quickly disposed of at attractive prices.

THE APPEAL scheme in effect now on musty wheat at Kansas City whereby the state and federal officials will designate an appeal board of three will not go far to remove the dissatisfaction with appeals. All of the three individuals composing the appeal board should be named directly by the organizations of shippers and receivers handling the grain and should be men who have been engaged regularly in the trade. When the dealers are thus satisfied that the appeal judgment is passed by the best talent in the trade all complaint automatically will cease. Witness the unanimous acceptance by the trade of the verdicts of the arbitration and arbitration appeals com'ites.

GRAIN MARKET reports thruout the land are charging the shiftless management of the Canadian Wheat Pool with exercising a most depressing influence on market prices and the various news agencies persist so uniformly in making these charges it seems definite there must be some grounds for the complaint. One feature of marketing thru pools the grain growers seem to have overlooked is that the managers of the sales department are always burdened with the responsibility of unloading an enormous stock of grain without depressing the market. They are never buyers, always sellers and this fact alone helps the manufacturers in need of raw material to discourage their efforts to sell and keep up the value of their stock. Few men with a hundred million bushels of grain to sell would hesitate to accept any reasonable offer and it is difficult for the sales managers to avoid that panicky feeling when buyers are scarce.

SELLING MERCHANDISE on credit has involved many country elevator operators with slow accounts and burdensome liabilities. Frozen assets have made so much trouble for the farmers' elevators of Blackhawk County. Ia., that all the farmer owned elevators handling sidelines on credit have organized to check the credit abuse. If country elevator operators are determined to handle sidelines on credit then all the elevator operators of every county should join hands against being swindled by slow payers or fly-by-nights. All engaged in the same line of business have the same interests in checking this abuse and the sooner all work together for the protection of their common interests the sooner will their losses be reduced. If the individual elevator operators are unable to collect the various amounts due them then it will be necessary for all to join in the establishment of a County Credit and Collection Bureau.

Protection Against Landlords' Liens.

The grain dealer who has been made defendant in a suit to collect rent from a tenant on account of an unwillingness of dealer to act as a forced collection agent for the landlord will appreciate any effort being made, as in Kansas, to enact a law compelling the landlord to give notice in advance that the grain hauled to the elevator by certain tenant is subject to lien.

The bill to be introduced on behalf of the Kansas Grain Dealers Ass'n will make it mandatory on all landlords to file with the proper county officer contracts with tenants, or notice

of an unwritten contract, for the protection of innocent purchasers.

Unfortunately any attempt to give grain buyers real relief by repealing the lien statute or invalidating the lien if not filed with the county recorder will meet opposition by the landowners. Nevertheless something can be accomplished by any phraseology of the proposed law that will operate to discourage collections from the grain dealers by landlords who have taken no trouble to protect innocemparties by filing notice in some certain prescribed manner.

At least, a record at the county seat coupling the name of each landlord with that of his tenant will help the grain dealer to protect his cash from tricky tenants by making checks in payment for grain payable jointly to landlord and tenant so that the signatures of both will appear in the endorsement.

Maintaining Posted Prices.

Posting prices each morning will soon be considered the top of the market if the dealer posting them does not permit his customers to wheedle him into paying more than the posted price. It is true the prices are changing continuously in the central markets, but no dealer can ship immediately each farmer's delivery and get the market. He must accumulate a carload before he can secure the carload rate of freight.

Every time a grain dealer who has his prices posted in plain figures gives in to a farmer he makes it that much more difficult for the farmer to sell his next delivery at the posted price without trying to persuade the buyer to pay an advanced figure. The only way to stop this dissipation of your prospective profits is to refuse to raise your price after the price is once posted. Stick to it even tho the grain goes to some other elevator. If you do give in and raise your own bid, by that very action you destroy the farmer's confidence in your posted prices. While if you will maintain the posted price he will soon come to learn that you are paying all you can afford.

What is worse, the dealer who does raise his prices to some farmers and not to others soon falls into disfavor with those who did accept the posted price. The farmer who is favored with a price higher than the posted price takes particular pride in telling how he was favored by the dealer who raised his bid, and loses no opportunity to tell about it to his neighbors. If you want all your farmer patrons to believe that your posted price represents the maximum of what you can afford to pay for grain then you must post those prices at the beginning of each day and stick to them.

PATIENCE \$

HOW slow we are to learn that patience will achieve more than force. We all need the grace of patience. All things come to those who wait. Franklin said: "He who has patience can have what he will." Patience is a thing of intellect as well as temper. It is easier to commend patience than to command it. There is always safety in patience. The man who has no patience is a pauper. All creation speaks to us—"Work and wait." And Paul in enumerating the graces of character says: "Add to your faith virtue, and to virtue knowledge, and to knowledge temperance and to temperance patience." He puts patience between self-control and Godlikeness, both of which require patience to come to perfection.—William Barnes Lower.

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aking a Bugaboo of the Cleaning House Operator.

Loud-mouthed agitators appearing before the oyal Grain Commission of Canada, sitting Regina, have indulged in an unusual amount wild talk about the sins of grain mixers, fact they seem to be determined to crucify e cleaning house operator for the amusement their blind followers. The charges have no undation in fact and seem to have been orgited solely for the purpose of stirring the rmers and keeping them interested in the vaous farmer organizations which are supposed be working in the interests of grain proicers. These misinformed agitators ignore tirely the fact that the private elevators ould not clean, scour, dry, purify and mix ain to suit the punctilious requirements of yers unless the buyers paid them for the

If the misguided agitators would induce the rmers, whom they are claiming to represent, Tclean thoroly all grain before it leaves the rm then there would be little opportunity ft for the mixer to improve the quality of e grain after it reaches the terminal market. he grain shippers would be even better off if very terminal elevator did a cleaning, drying nd mixing business then the number of buyers or grain of varying quality would be indefitely increased and the competition for all rain offered in the open market would be reater than ever. Even if the farmer does cleaning and mixing on his own account e shares in the profits of cleaning house perators at the terminals who are thoroly quipped to do this work, so bid up for grain f low quality.

The lawyers and agitators who are leading the demand for the abolition of mixing in ne terminal elevators of Canada have not resented one argument of value, but they have idulged in a lot of billingsgate that proves othing even tho it does win the sympathy of ne misguided farmers. Comparing the authors f processes for cleaning and improving grain ith the fleas on the dog and branding them all s parasites, is ample proof of the weakness f the complaint against the cleaning houses. The mixing elevators buy grain of widely arying quality and grade intending to clean, cour, dry and mix it so that they can meet ompetition in foreign markets and get the rain out of the visible supply showcase. Men ho are familiar with the factors influencing arket values know full well that large stocks f grain in any of the home terminals will ave a depressing influence on values until it shipped out of the country and no longer ppears in the world's visible supply. Instead f being a parasite the mixer is a benefactor the grain producer, because he always proides a stronger market for the off-grades hich the miller and the maltster will not buy ecause they have not facilities for placing ach grain in condition for use. Charging the ixer with blending cars of the poorest wheat nd of the best and thereby reducing the grade nd the value of all the grain is utterly diculous. Mixers who conducted their busiess in that manner would soon be bankrupt.

Cleaning elevators thruout the world make

money by improving the quality of the poor grain they take into their plants and most of them will ship out many more cars of grain of high quality than they take in. That is why they install all the modern and improved machinery they do, and that is what they must do in order to maintain the expensive mixing and cleaning plants.

The agitator who originated the campaign against the cleaning and mixing elevators was surely a dull individual without any real knowledge of what is done in a terminal elevator. The firms operating mixing elevators invariably buy and pay for the grain they work with the day it is unloaded and the weight obtained, so by all the common rights of free citizens they can do what they please with the grain because of the right of property. If they desired to pour kerosene over the whole lot and burn it that is their privilege, but in cleaning and improving the average quality of the grain they do take in, they do more to help improve the market for the products of the average farmer than all the blatant demagogs have done thruout the ages.

Workmen's Liability Insurance.

The Supreme Court of Oklahoma on Dec. 18, 1928, affirmed an award by the State Industrial Commission in favor of Walter S. Johnson, who was injured while constructing grain storage tanks for the Belt Mill & Grain Co., at Oklahoma City, on Apr. 10, 1928.

A written contract had been entered into with Pat Milloy for the construction of the tanks, providing that he should carry work-men's compensation insurance, and he procured a policy from the Maryland Casualty Co.

Milloy thereafter sublet the contract to one

Milloy thereafter sublet the contract to one Ramsey. This proved unsatisfactory and the owners turned the work over to Walter S. Johnson and three others. The progress made was not satisfactory and Milloy was asked to come back and take over the job, which he did, Johnson and his associates continuing at work on the construction.

Apr. 6 Milloy requested the casualty company to cancel the policy as applying to this job, and the injury occurred 4 days later.

When Johnson made claim the defense was that the policy had been canceled, but the Oklahoma Statute of 1923 provides that

"No contract of insurance issued by a stock company or mutual ass'n or other concern against the liability arising under this act shall be canceled within the time limit in such contract for its expiration until at least ten days after notice of intention to cancel such contract, on a date specified in such notice shall be filed in the office of the commission and also served on the employer."

shall be filed in the office of the commission and also served on the employer."

The Court said: It is argued that claimant and his associates were substituted for Milloy as contractor, which amounted to a recession of the original contract between Milloy and the grain company, and that when Milloy came back on the work he was no more than an employee, on the same plane with claimant. A careful examination of the evidence taken at the hearing before the commission discloses that there is ample evidence to support the finding of the commission that claimant was at the time he received his injury employed by Milloy, Claimant testified in at least one instance that he was working for Pat Milloy at the time of injury. At other times he testified that, at the time he was injured, he was working for Pat Milloy and the Belt Mill & Grain Co. Garland White, president of the Belt Mill & Grain Co. testified that Milloy was still the contractor on the job, and that the contract originally made with him was still in force. He further testified that the Belt Mill & Grain Co. had nothing to do whatever with the subcontracts made by Milloy with other parties; that the Belt Mill & Grain Co. did issue some checks direct to the employees working on the construction job, but all were charged to the account of Milloy; and that the Belt Mill & Grain Co. only carried compensation insurance on its employees who were engaged in the construction of the grain tanks.—272 Pac. Rep. 833.

A New Bull Interest in Wheat and Corn.

During the past two weeks evidence of new bull buying in wheat and corn has appeared in the Chicago pits. This has completely changed the complexion of the market, which for the last half of 1928 has been legitimately bearish due to large crops.

This new bull movement has not progressed very far either in the extent of holdings or in the price advance effected.

A study of the daily volumes and open trades during the past three months will make clear the technical foundation of the present bull movement. The maximum open interest in wheat in November in the Chicago pit was 133,182,000 bus. on Nov. 2 when the May future closed at 1157/8 to 116.

LIQUIDATION of trades set in on Nov. 22 and continued slowly thru December and into January until on January 5, May wheat made its lowest price of 115¾, and the open trades had been reduced to 127,629,000 bus.

Liquidation of another kind began on Jan. 7, the buying in of short sales, so that in the 14 trading days to Jan. 22 the outstanding open interest had dropped to 109,839,000 bus., which is the smallest in months, while at the same time the price of May delivery advanced sharply to 1285% cents. This reduction of the open interest from 133,000,000 to 109,000,000 bus., instead of being a closing out of speculative accounts purely probably represented some taking off of hedges as wheat went into consumption, as well as reduction of the long and the short interest.

NEW BUYERS entered the speculative wheat market in force on Jan. 24 and ran the open trades up to 113,127,000, an increase of 4,000,000 bus. on a volume of trading for the day of 49,566,000 bus., which is the heaviest in many months. It is significant that now for the first time the big volume on certain days resulted in an increase in the open contracts over night, indicating the purchase of wheat to hold.

The converse was true during the bearish period, when on Nov. 15 and Jan. 10 on days of heavy volume the open contracts decreased, showing liquidation.

Who are the sellers to the new buyers? Probably spreaders and holders of cash wheat in various positions who naturally desire to transfer their hedges to the highest market, without, however, intending to deliver at Chicago. These contracts in turn will have to be liquidated, whether at higher or lower prices depends on the determination of the bulls to hold until the month of May.

CORN.—Liquidation of short contracts in corn began in November, continued steadily thru December on a steady or slightly advancing market from 91,296,000 bus. open on Nov. 5 to 62,799,000 bus. open on Jan. 9, since which time the open trades have increased 7,000,000 bus. on buying by a new bull interest, standing at 71,937,000 on Jan. 24. The price of May corn advanced from 87½ Nov. 5 to 94½ on Jan. 9, when the shorts took their first alarm.

McNARY-HAUGEN BILL.—With nothing in the statistical situation or in the crop news to account for the change in the market it can be ascribed only to the hope of holders that price-boosting legislation will emanate from Washington. If this is true, and it probably is, the bull movement could hardly culminate until Apr. 15, when the Congress will begin its attempt to make good on Pres.-elect Hoover's expressed determination to settle the farm relief question.

If the bulls keep on gaining new recruits until that time it will be wise to stay off the short side of the market, in the opinion of close observers.

Asked -Answered

[Readers who fail to find trade information desired should send query for free publication e. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Largest Export Cities?

Grain Dealers Journal: What are the five largest grain export cities on the Atlantic and Pacific Coasts?—T. J. Pangburn, Elrod, S. D.

Ans.: Montreal, New York, Baltimore and Philadelphia are the leading export cities on the eastern coast. Norfolk, Newport News, Boston, Portland and St. John also figure in the trade at times.

On the Pacific Coast the leading port is Van-couver, followed by Portland, Seattle, San Francisco, Prince Rupert, shipments also being made from other ports, and the relative stand-ing of the leaders varying from year to year.

Weevil Exterminator's Address Wanted.

Grain Dealers Journal: We have noticed in several numbers a discussion of a weevil ex-Innis, Speiden & Co., and distributed in the Chicago territory by the Furniture Fumigation Co., but no address is given.

One of our friends was in the office this

morning and we suggested this exterminator, but could not give him the address. it?-E. A. Grubbs Grain Co., Greenville, O.

Ans.: Innis, Speiden & Co. are at 46 Cliff street, New York, and the Furniture Fumigation Co. at 538 W. Pershing Road, Chicago.

The Working of Bids and Offers?

Grain Dealers Journal: We would like to have a book explaining the workings of "bids" and "offers."—H. L. Perry, Grothe Bros. Grain Co., Box 26, Dorchester, Neb.

Ans.: Elsewhere in this number is an article on "Bids and Offers and How to Use Them," by William Eaton, a member of the Chicago Board of Trade, specializing in these indem-

No separate book has been published on bids and offers, ups and downs, puts and calls, some authors having incidentally mentioned them in

By taking the quotations on bids and offers as published in the Chicago daily newspapers and marking the level each day on the chart published in the Journal on the 10th of each month a student of bids and offers will soon discover how often the price of these privileges makes contact with the high and low of the following day for which they are good.

Necessary to Sign Contract?

Grain Dealers Journal: When a country grain dealer is making a contract for the future delivery of grain by a farmer, is it necessary that he sign the contract as well as the farmer if no cash advance is made against the purchase!

We have heard of a case down state wherein a farmer refused delivery of wheat to a miller to whom it had been contracted. The contract was written and was signed by the farmer. No advance payment was made against the pur-The miller brought suit but the local court held that the contract was not binding, the evidently written, because the miller had not signed it as well as the farmer.

I should very much like to have your opinion on such a case.—Illinois Dealer.

Ans.: The names of both parties to the contract must appear in the body of the contract, and the miller or grain dealer must have the signature of the farmer on the contract held by the buyer, in order to charge the farmer when starting suit.

Conversely, the farmer needs the signature of the grain buyer on his copy of the contract. In other words, the plaintiff in the suit needs the signature or some acknowledgment of the con-tract by the defendant.

Even the signed by both parties a contract for the sale of grain may be invalid on account of being one-sided, or unilateral, one of the parties doing all the performing while the other

gives no real consideration. been the case in the instance referred to by "Illinois Dealer," the miller not having signed it, or, in fact, agreed to do anything. Or it may have been one of those justice shop decisions that do not conform to law and are reversed upon appeal.

Sampling Grain in Sacks?

Grain Dealers Journal: What method is used to sample grain in sacks and grain being loaded on ships? What equipment is used to sample grain in cars?—T. J. Pangburn, Elrod, S. D.

Ans.: Bulk grain in cars is sampled by probing in about five or more places with a trier, which is a pointed tube with openings along the side that fill when the inner tube is rotated. The grain so removed is mixed on a piece of canvas and part placed in a small sample bag.

Grain in sacks is sampled by inserting a small pointed trier of steel. When bulk grain is loaded into boats a sample is caught from the stream flowing out of the spout into the hatchway.

Forcing Elevator Off Right of Way?

Grain Dealers Journal: I would like to know the right of a railway company to remove an elevator in North Dakota for the purpose of securing the site for another industry. this case no possible excuse can be made by the railroad company of misuse of property by present lease-holder, nor can the property be put to railway use.

In Minnesota there is a law which I made use of some years ago in forcing the Northern Pacific to accept a reasonable rental which I tendered for a site on which I had a potato warehouse, which site they wanted for another industry. This law was originally framed to force the railway company to accept a rental tendered for any unoccupied piece of its right of way not needed for railway use. My case went to the Supreme Court of Minnesota and I won to hold this potato warehouse lease. I am not aware if there is a similar law in effect in North Dakota where I hold an elevator lease.—D. D. Simmons, Moorhead, Minn.

in North Dakota where I hold an elevator lease.—D. D. Simmons, Moorhead, Minn.

Ans.: The North Dakota Legislative Assembly in 1917 enacted a law making it compulsory on the railroad to grant a site for a grain elevator on tender of a reasonable rental. This law in Sections 3118, 3118b, 3119, 3120, 3121, 3122, prescribes how application is to be made, makes the railroad corporation guilty of a misdemeanor for failure to comply, requires the railroad company to give notice within 10 days after receipt of application that the rental tendered is not sufficient, leaves the enforcement to the district court, and the fixing of the amount to trial. If the rental is not paid yearly in advance the railroad company, after 30 days, may forfeit the lease.

Sec. 3118 reads as follows: Any person desirous of erecting contiguous to any station or siding a warehouse or elevator for the purchase, sale, shipment or storage of grain for the public for hire may make application in writing containing a description of that portion of the right of way of said railroad on which said person desires to erect a warehouse or elevator and the size and capacity of the warehouse or elevator proposed to be erected and the time for which it is desired to maintain said elevator or warehouse, to the person, firm or corporation owning, leasing or operating the railway at such station or siding for the right, privilege and easement of erecting and maintaining for the time stated in said application and for reasonable compensation such warehouse or elevator, within and between the outside switches of the yard, and upon paying or tendering money which said person deems to be reasonable compensation for the privilege shall immediately upon tendering said sum be entitled absolutely and unconditionally to erect their warehouse or elevator.

These laws are now in effect as published in 1926 in the supplement to the compiled laws of North Dakota 1912-1925 pages 2025.

These laws are now in effect as published in 1926 in the supplement to the compiled laws of North Dakota, 1913-1925, pages 785, 786, 787.

It will be noted that Sec. 3118 is for "public"

use. That is, one farmer could not get a site on the right of way for handling his own crop only. The business transacted must be for the public.

Scarifying Clover Seed in Attrition Mill?

Grain Dealers Journal: Please advise us is sweet clover seed can be scarified and hulled on an attrition mill without damage to the seed and if it does damage the seed to what extent?—R. M. Lang Elevators, Hoffman Minn.

Ans.: The scarifying action desired is more like a sandpapering of the seed to remove part of its hard outer surface, whereas the attrition mills have sharp cutting edges that would split up the seeds instead of taking a little off the surface. If the plates of the mill were close together, all the seed would be worthless for germination.

It would be possible for the manufacturer of the mill to make and furnish a special set of plates to substitute for those in grinding use that would have the same rough surface employed in the scarifying machines and produce a useful effect without damaging the seed.

Fire from Emery Wheel?

Grain Dealers Journal: We would very much appreciate your advising us whether or not the sparks from an emery grinder would be considered hazardous in a mill or elevator. We do not know whether these sparks would be sufficient to cause a dust explosion.—Ponca City Milling Co., Ponca City, Okla.

Ans. The saures of the great the content of the great the content of the great the content of the great the gr

City Milling Co., Ponca City, Okla.

Ans.: The source of the spark is not important. The fact that the particles thrown off by the grinder are so hot as to be visible as sparks indicates that their temperature is high enough to ignite anything as highly inflammable as elevator or mill dust. While we do not know of any test having been made with the sparks from an emery grinder there was an explosion last year in the concrete bin of a small Kansas country elevator where the grain dust was set off by a spark caused by tramp iron being spouted into the bin against the side wall, which is about the same action that occurs when metal touches a fast running grinder.

Anything in motion will generate frictional

when metal touches a fast running grinder.

Anything in motion will generate frictional electricity which escapes unnoticed when the atmosphere is normally damp, but in zero weather the air loses its moisture and electricity is collected on moving belts and air pipes, making a spark that is credited with having ignited starch dust with disastrous results. In those parts of a milling plant where naked lights are prohibited en account of the explosion hazard it is also unsafe to operate an emery wheel.

Protein Test in Country Elevator?

Grain Dealers Journal: Is there a small tester made for testing protein in the country elevators? If there is, how accurate is it? Where could one of these machines be gotten?—G. L. Haga, ass't mgr. R. M. Lang Elevators, Hoffman, Minn.

Ans.: There is no small tester for testing protein in the country elevator. Only one trained in a laboratory can handle the glassware, read the graduates, weigh the materials and calculate the results. Another difficulty is the preparation of the standardized solutions of reagents used in testing.

reagents used in testing.

The apparatus would cost at least \$250. A small mill is needed to grind the sample before testing. The analytical balance for weighing accurately costs \$50 to \$75. About 20 different chemicals are used in each test.

The method of making the test is explained in the Journal for July 10, 1928, page 30, and much information can be obtained from a government bulletin, No. 1460, of the U. S. Dept. of Agriculture, Washington, D. C., entitled "Testing Wheat for Protein, With a Recommended Method for Making the Test," price 5 cents.

It would be impractical for a country elevator operator to conduct his own tests even the he did have the proper equipment. Reliance should be placed in the commercial laboratories, which are in charge of men schooled in the work.

British farmers will be able to borrow money on long time loans (60 years) from the Agricultural Mortgages Corp., Ltd., which was formed in accordance with the formed in accordance with the provisions of the agricultural credits act to issue loans against mortgages for agricultural land or in respect to agricultural improvements. The rate of interest is 23/4 per cent.

The GRAIN DEALERS JOURNAL.

Payment of Grain Claims Authorized.

Passage by the House of Representatives Jan. 22 of the bill to pay claims of elevator operators for storage of grain agreed to be paid by the U. S. Food Administration Grain Corporation will settle about 4,000 claims totaling \$1,000,000.

An amendment restricts attorney's fees to

An amendment restricts attorney's fees to 15 per cent of the claim.

Rep. Strong of Kansas championed the measure on the floor of the House, saying:

This contract was made between the United States Grain Corporation and elevators which were seeking to charge 5c per bushel for the storage and insurance on the grain held because of the shortage of cars. The big elevator men had auditors, and kept track of the amount due them and presented their claims in due form, but the small elevators sent in the report and never presented their claims until long afterward, when they learned that they were too late. All they are asking is that an audit be made of the government books, and that whatever is shown to be due them under the signed contracts be paid.

The contract provided that when as much as 20 per cent of the grain could not be shipped the government corporation would pay to the dealer 7/20 cent per bushel per week for storage.

Age.

Having passed the Senate last April the bill becomes a law with the president's signature.

Russian Governmental Grain Monopoly Ruinous.

The Soviet government of Russia has about succeeded in monopolizing the collecting and distributing of native grain, putting the private grain dealers out of business. Accompanying this statement, however, comes the news that only half the tonnage was collected in Neural and the contact of the cont

in November as in October.

Along with this governmental interference come rising prices, and the resorting to under-

handed practices.

Railroads and steam-boats have been forbidden to transport the grain of private dealers, consequently a fair volume of illicit hand-car-ried grain-filled-sacks traffic has arisen, sup-

ried grain-filled-sacks traffic has arisen, supplemented by push-cart-loads and row-boat cargoes "run-in" from the country for a radius of over a 100 miles and more.

Were the government efficient in collecting and distributing grain the peasants and city dwellers would have no complaint, however, as usual, the contrary is the case, with "redape" and customary governmental inefficiency the order of the day.

Appeal Boards for Grain Markets.

As a substitute for federal appeals under the present Grain Standards Act it is planned by J. S. Hart, as announced at the conference at Kansas City, Jan. 17, to have each market provided with a com'ite of appeals composed of five members, one named by the Sec'y of Agriculture and the others to represent the grain receivers, elevator men, millers and farm

organizations.

Mr. Hart, who is chairman of the special com'ite of the grain trade, will have an amendment introduced to the Act, to authorize this appeal proceeding. At present appeals go to the federal supervisors in each market or to the Board of Review at Chicago, and the number of

appeals taken has increased greatly.

At Kansas City, on wheat that appears to be nusty appeals are now made to a federal super risor as formerly, but he is required to call nto conference with him the chief inspector of the Kansas State Grain Inspection Department and the chief of the Missouri Grain In-spection and Weighing Department, and the deisions made by these three men now govern he grade in the Kansas City market. This plan has been approved for trial by H. J. Besley, thief of the grain division of the Buro of Agriultural Economics.

Mr. Besley came to Kansas City to give a eport of the laboratory analysis and the baking analysis of some samples of wheat that have been submitted by the Southwest Wheat Growers Ass'n. This wheat was graded musty, and on some of it there is doubt as to the proper

grade by those handling the same in the South-west. In most of the instances, the bread in which the samples were used proved to be of inferior quality.

Wheat Pool Sued.

The two-cent diversion for elevator charges on every bushel of wheat handled by the pools has been made the basis of test cases entered against the Canadian wheat pool by farmers in Alberta and Saskatchewan.

In the event the plaintiffs are handed down a favorable decision there is apt to be numerous other suits of similar nature entered.

The Alberta Wheat Pool sought to have action brought against it withdrawn from the supreme court and settled by arbitration, but the application to accomplish this was dismissed. So now this case, too, will come up for hearing. The plaintiff alleges wrongful distribution of \$1,000,000 of pool members' funds.

Legislation at Washington.

Senator McNary stated Jan. 12 that he did not plan to call together the com'ite on Agriculture and Forestry of which he is chairman to consider proposed farm relief legislation. He will depend on a special session of Congression the proposed farm relief legislation. gress in the spring to take action on the Mc-Nary Bill, S. 4602, the extra session to get under way about Apr. 15.

After conferring with Mr. Hoover Speaker Nicholas Longworth said, Jan. 14, he had come to realize a special session would be necessary, and that "the com'ite on agriculture ought to have a farm relief bill in shape for early action"

early action.

The House on Jan. 21 passed the cotton futures bill, H. R. 13645, copying the Grain Futures 'Act of Sept. 21, 1922, in every section by merely changing the word "grain" to "cotton," and by changing "boards of trade" to "cotton exchanges." This is one more good sentent for the brokerous between the public trade. reason for the brokerage houses to push the suit that will have its first hearing at Chicago, Jan. 28 to have the Grain Futures Act de-clared unconstitutional in that it requires re-ports to be made of individual trades. There are other flaws in the Grain Futures Act that have never been brought to the attention of the Supreme Court of the United States.

Printing of the Congressional Record on paper made from the waste products of farm field crops is directed in Senate Joint Resolu-tion 183 introduced by Senator Schall of Min-nesota. This would include corn stalks, straw or sugar cane pulp.

The United States Warehouse Act of 1916 is to be amended by a bill introduced in the Senate as S. 5138 by McNary and in the House as H. R. 16031 by Haugen.

Increased duties on oils of soy beans, peanuts, cotton seed, coconuts and other agricultural products are provided in H. R. 15726, introduced by Mr. Strong of Kansas.

The Burtness bill for protein testing laboratories was considered Jan. 16 by the House Com'ite on Agriculture. This bill, H. R. 106, is opposed by state grain inspection departments as being an entering wedge for federal

Argentine newspapers are protesting against the bill introduced in the Congress at Washington providing for agents of the U. S. Dept. of Agriculture to be attached to the consulates abroad for the collection of in-formation on production and distribution of

Leith, Scotland, has a newly completed 87 bin grain elevator of re-inforced concrete with total capacity of 12,200 tons. The bins are equipped every 10 feet with an electrical temperature indicating system to warn against heating grain. Two traveling pneumatic suction plants facilitate the unloading of cargoes at the rate of 150 tons.

J. H. Caldwell Made Pres. at St. Louis.

At the last annual election the St. Louis Merchants Exchange elevated its 1st vice-pres.,

John Handly Caldwell, to the presidency.
Mr. Caldwell was born on a farm in Clay
County, Missouri. Three years later the family
moved to Tennessee and another seven found
it down in Texas. Here he spent his early years of adolescence and received the beginning of his education in the public schools

When John was 13 years old his father died. His mother bought a 128-acre Texas farm which she ran with the aid of the children. During the following few years John gained a reputation for being the fastest cotton picker

in the community and took great delight in breaking untrained Texas broncos.

A course in Haines Academy at Excelsior Springs, Mo., which Caldwell completed in three years, instead of the customary four, completed his academic training. His career in the grain business started immediately therethe grain business started ininediately increased after when he secured a job as office boy with the Kansas City Seed & Grain Co. at \$30 a month. Inside of five years he was office manager, a position he held for 16 years.

In 1918 he became connected with the Rals-

ton-Purina Co. and moved to St. Louis to pursue his new duties. A year later he was made manager of the buying department, with which he has been concerned for the past 10 years. Last year when he was elected 1st vice-pres. of the Exchange, he was also made one of the six vice-presidents of the Ralston-Purina Co, and placed in charge of all buying operations for the company's nine mills. He usually spends a part of each day on the floor of the

Mr. Caldwell's many friends thruout the trade are wishing him a pleasant and success-

ful term in office.

A close watch on the shafting and belting and keeping the shafting properly aligned will reduce belting cost materially. It will be found well worth the time and attention required.



J. H. Caldwell, St. Louis, Mo., President Merchants Exchange.

Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication.]

How to Hedge and Get Protection.

Grain Dealers Journal: I have read a good deal about country grain dealers protecting themselves against the vacillations of the market by hedging against their holdings of grain as they buy it from the farmers. Some dealers may be able to get complete protection by hedging, but nearly every time that I attempt it I become involved in a mess of speculation that makes my head go around.

If any other elevator operator has studied out a safe way of hedging against his purchases of grain from the time he buys it from the farmer until it is delivered at destination I would be glad to know how he does it. I am convinced that some are doing it, but I have not yet learned how. It may be that I am too easily tempted to speculate. I surely would appreciate any light other dealers can give me on how to hedge and get protection from a decline in market values.—T. M. Mason.

Illness of Hogs Not Caused by Barley.

Grain Dealers Journal: You have published so much interesting material relating to the grading of barley I feel certain you will find much in the enclosed translation that will prove of interest to your readers. The article was originally published in the News of Bremen, Germany, by Dr. Walter Van Schiechow of Hamburg. The Doctor is a graduate farmer and cattle expert, hence his convictions regarding American barley should carry more weight than that of the average indimore weight than that of the average individual. A literal translation of his article follows:—C. B. Green, Globe Elevator Co., Du-

luth.

Grain dealers and hog raisers are alarmed on account of the effect of feeding American barley. In several sections observations are made that the barley in question does not agree with the animals and it is claimed that the feed causes vomiting and diarrhea. As to the cause of these experiences various opinions were expressed, but none of them apparently give the real explanation. If the causes were due to chemical matters, these could be positively proved by chemical analysis. If infections by bacteria germs are involved, this also could be proven. But all experiments made in these directions had negative results. Therefore, it is to be concluded that the reason for the observation that the barley had not agreed with the animals is to be looked for in different directions.

We know that on account of the climatic conditions in different years the compositions of every feedingstuff varies, and this to a very large extent. For the same reasons, large differentials could for instance, occur on account of alkali contents. Plants suddenly can form alkali whilst at other times they would only contain a minimum quantity of same or none at all. This naturally leads to disturbances, especially in such districts in which extensive hog raising is done. With all this we must not forget that in hog raising unnatural demands are made on the animal organism. We demand from the animal physiologically maximum performance, and on account of the feeding of the animal we always touch the physiological maximum possibility. An animal whose performance is always at the highest tension naturally becomes extremely sensitive, and the smallest variation suffices to cause some disturbance.

Furthermore, one must not overlook that the

Furthermore, one must not overlook that the entire German hog stock is still very much under the effects of the mouth and foot disease. The effects of which are often to be noticed yet in the third and fourth generations. Therefore, our stocks are still extremely subject to irregularity. Moreover, these disturbances are not limited to the feeding of American barley, but especially lately, reports have been made in most extraordinary numbers that also when feeding corn strong disturbances come about.

The theories prepounded and the investiga-

The theories prepounded and the investigations which have been conducted on that account did not move in a narrow limit, but over the entire German territory where hog raising is done,

so that a reasonably large picture of the state of health of the German hog stock came about, and it appears that once again there exists the often to be noticed, almost epidemical disturbance in the same manner as we can observe it with other animals, such as sudden dying of calves, insufficient development of shoats and hogs and similar occurrences.

hogs and similar occurrences.

It is interesting that such observations always appear simultaneously with price declines in the feedstuff market. It is easily imaginable that under normal conditions without these heavy price declines nothing of these observations would have reached the public. But at the moment, where high priced contracts are involved these matters are blown up and sensationally distorted. In this issue one cannot get rid of the feeling that all matters have been exaggerated, the more so, as in many instances customers complained about American barley, who as it was proved, did not feed a single grain of such barley to their animals. In every stable, one had daily cases of diarrhea and in many pens and sties they repeat themselves in large numbers for the simple reasons that the keeping of the animal still leaves much to be desired.

the Reeping of the animal still leaves intent to be desired.

For instance one can positively bring about diarrhea if one leaves the feed in the manger over night. The warm atmosphere and the presence of bacteria in large numbers immediately makes the balance of the feed germinate. In the morning the animals get new feed which they eat with the half-sour leftovers and immediately one has diarrhea cases. The cleanliness of the manger is of utmost importance for the health of the hogs, and when similar observations were made in England, the English government with clear vision of the situation urgently recommended to the farmers to keep the mangers cleaner than heretofore, and to clean them daily, and in one moment all disturbances disappeared.

Furthermore, much sinning is done by us

Furthermore, much sinning is done by us regarding the keeping of animals. The hog which lies wet and which has not at all times dry straw at his disposal will always be subject to diarrhea and will develop insufficiently

always.

It must be strongly recommended that our official bodies take an interest in these matters and through proper propaganda, first put everything in order in the pen and stable because only if this is done and everything is in the best condition and disturbances continue to be observed, then one could blame the feed for it, provided one can also prove it.

Ass'n Work Benefits Underestimated.

Grain Dealers Journal: Associations are working for their individual memberships all Non-members derive the benefit inthe time. directly of the activities of the association of their state, and it is only in rare instances when the realization comes over a non-member that he or his firm is being materially benefited at the burden to others, that they still refuse to No man can conscientiously receive the benefits derived from association activities, which benefits rightfully belong to the members who have paid out their dues for same, without feeling he is being a fraud and accepting "stylen property" 'stolen property,

The prestige that goes with membership in grain and milling organizations is an asset, likewise rarely appreciated until a moment of dire need. Then membership is precious to those that have it, and a gilded haven for those who wish they had listened and joined long ago.

What conditions would exist if it were not for the association? It's better to be a member

of your associations than to wish you had.
What have associations accomplished? T easy. By their efforts losses have been reduced to a minimum, so that today it is far safer to do business. Doesn't this point alone safer to do business. Doesn't this p warrant moral and financial support?

Thru the work of the association the members have been kept advised of the crooked dealers and thereby saved a great deal of money. They have been protected to the fullest possible extent against excessive rate charges, and the arbitration claims have been reduced

from more than one hundred cases a year to three, four, and five a year.

The work of the association in handling freight claims has caused the claim agents to be more liberal in settling railroad claims, as one of our members explained some time ago when I asked him why he did not send his railroad claims in, he laughed and said he "did not have to now, that a work of the country that a work o not have to now; that a year or two ago he filed some claims against some road and in less than a week's time the claim adjuster was there to settle the claims. And afterwards he learned this adjuster was just sent out to settle the claims of grain dealers, for the road knew if this wasn't done the claim would be turned over to Sec'y Dorsey and he would file suit including attorney's fees.'

Associations formerly handled enough claims and arbitration cases to offset a good portion of the overhead. This is all changed now and to the benefit of the trade at large.—Hugh B. Dorsey, Sec'y Texas Grain Dealers Ass'n, Fort Worth, Tex.

Conditions Against Bulk Handling in West Australia.

Grain Dealers Journal: There are reasons against the installation of bulk handling in this state. One is our relatively small crop. The second reason is the method of harvesting in this state.

Harvesting machines are employed which cut off the heads of grain, thresh and deliver the grain to bags at the rear of the machine, thus giving bag handling a start, and an opportunity to pile the bags in flat warehouses.

Possibly if years ago the reaper had been employed more generally then bulk handling might have been installed, but it is impossible to say now whether there is any likelihood of this coming about. There are so many in-There are so many interests to be considered.

So far as we know the only state in Australia that employs bulk handling, and that only to a limited extent, is New South Wales. In this state interest is taken in the matter and some discussion goes on, but there are no developments toward bulk handling.—The Westralian Farmers, Ltd., Perth, Western Aus-

Germans Meet to Improve Trade Conditions.

Grain importers of the Rhineland and Westfalen districts are said to have held a meeting recently as the result of a circular invitation to forwarding agents, importers, and others in the trade, to attend and express their individual opinions on modes of improving practices and conditions within the trade.

At the same time comes the report from the Hamburger Fremdenblatt that the Deutsche Muhlen-Kreditgenossenschaft (German Mills Credit Co.) is seeking long-time lo years) for some of the smaller mills. loans (30

Bremen grain dealers are concurrently attempting to inaugurate "Bremen Rules" govtempting to inaugurate "Bremen Rules" gov-erning importation of grain, which would leave the price, weight, grade, damage content, etc.,

to the importer.

While in London the American-German "scabby" barley controversy is stewing, destined to be in the pot for many a moon, particularly so, as pointed out in a recent article, House of Lords, who in turn will deliberate at length on the question, as any decision they may make automatically becomes law.

Corn is second only to coffee as a factor in the economic life of Guatemala, according to a report from Commercial Attache M. L Bohan. Crop failures for two successive years caused by locust plagues, have had a detrimental effect on business, altho this effect has passed almost unnoticed due to the prosperity passed amost unionted due to the prosperny-resulting from high coffee prices and increas-ing production. During the first nine months of 1928 the United States shipped to Guatemala 50,549,493 pounds of corn (25,275 short tons).

Adequate Time for Disposing of Cars

Examiners Disque and Slater of the Interstate and the Illinois Commerce Commissions, respectively, held a joint hearing Jan. 17 and 18 at Chicago on the complaint by the Chicago Board of Trade requesting that the time for giving disposition orders on cars of grain be changed to an earlier period of the day from 6 p. m. to 4:30 p. m., if inspection is reported by 9:30 a. m., instead of by 11:00 a. m.

JOHN S. BROWN, manager of the Transportation Department of the Chicago Board of Trade, was the first witness called: We quote the rule in the demurrage tariff of B. T. Jones. "No additional time will be allowed for re-inspection or appeal" is the important clause we desire to have eliminated. But for this clause the appeal inspection or final inspection would have prevailed under the rule.

It was slipped in.

It was slipped in.
We think that the cut-off time is at an unsuitable time. Practically 11 a. m. is in the middle of the day. The hours were seized upon by the Commission due to some presentation by the Kansas City Board of Trade. We ask the Commission to change the time to 9:30 and end at 4 p. m. At 9:30 all the receivers to whom this grain is consigned would be on the floor of the Board of Trade. If orders are put in after 4:30 and before 6 p. m. we find in many cases the railroads do not move find in many cases the railroads do not move the cars.

The rule does not say what the \$2.70 charge is for. The slogan was to expedite the movement of cars. It was made \$2 over the United States, but became \$2.70 on the percentage increase at eastern points and \$2.25 at Minne-We maintain there should be no charge

for a disposition order.

Mr. Brown turned in as an exhibit a map of the Chicago district showing the distances of the inspection tracks from the Board of Trade building. To Bensenville on the C. M. & St. P. the distance is 17 miles, Blue Island 15 miles, Proviso on the Northwestern 13 miles, Hazelcrest 22 miles, Hawthorne 9 miles, Glenn 10 miles, Soo Line 16 miles, Chicago Transfer 9 miles and the Wabash yards 11 miles. Sampling on the New York Central, Monon and Erie is done in Indiana, for the New York Central at Gibson, Ind., and at South Ham-mond, Ind., for the Erie and Monon, a distance of 22 miles.

Federal samplers act only on appeals, and those appeals can not be taken until the first inspection has been delivered on the exchange floor. On account of the delay the receivers have to file their appeals early. Samplers who go out to sample some of these yards use the work train, leaving, for example, Brighton Park, at 6:30 a. m. for Glenn. The federal sampler has no train and uses his auto, going out Archer Av. to a point where there are no roads, and having to cross a slough on foot to reach the Glenn yard. Appeals have to be made before the close of trading at 1:15 and the federal sampler can not get back to Chicago before 4 o'clock, and the final inspection will be obtained next morning by the receiver going and getting it.

We want an additional 24 hours' free time for reinspection and appeal only; that is, additional time before demurrage accrues. Ninetyfive per cent of the cars are ordered within the present free time. For one month Chicago had a better record than any other market in the United States, but one for prompt ordering of cars, altho some of our yards are far away.

Mr. Brown gave the history of demurrage rules from 1906 to the present time as applied to grain inspection. As early as 1908 48 hours' free time was allowed for disposition of grain. This was cut down to 24 hours in 1910 by a tariff effective Mar. 16, and in a tariff effective Aug. 1, 1911, appears the first reference to

the bulletining of cars. In a tariff effective Oct. 1, 1912, a new provision was made, that

"When cars are held in transit and placed for inspection or grading. When cars loaded with grain or hay are so held subject to recognized official inspection and such inspection is made after 12 o'clock noon, 24 hours (one day) extra will be allowed for disposition."

This rule continued in effect until 1915 as far as Chicago is concerned.

April 5, 1916, was the earliest date that the demurrage charge went above the \$1 rate.

demurrage charge went above the \$1 rate.
W. G. McAdoo's order, No. 7, issued Jan. 29.
1918, provided that, "Where there is no agreement for bulletining of cars the free time must be calculated from the first 7 a. m. after the day on which notice of arrival is sent or given the consignee." We consider that a very harsh rule. On March 1 it was changed at Minneapolis, but we were not able to do anything with the railroads here.

Effective Feb. 15, 1919, the demurrage charge

Effective Feb. 15, 1919, the demurrage charge was established as \$2 for each of the first four days and \$5 for each succeeding day, and this continued right up to the present time.

continued right up to the present time.

The Kansas City rule, effective Aug. 25, 1924, and since, is "On all grain held in transit, subject to Federal or state inspection, and on seeds (field or grass), grain screenings or seed screenings, held in transit, subject to recognized official inspection, disposition shall be given not later than 4 p. m. of the day that inspection is reported by the inspection authorities on or before 9 a. m. When inspection is reported after 9 a. m. disposition must be given by 4 p. m. the following day. No additional free time will be allowed for reinspection or appeal. The bulletin form of notice may be used in lieu of written notice of arrival to the consignee."

The Minneapolis rule is: "At St. Paul, Minneapolis, Minnesota Transfer, Camden Place, Duluth, West Duluth, Minn., Superior, Superior



W. L. Richeson, New Orleans, La., President Board of Trade.

East End, Central Ave. (Superior), Allouez or Itasca, Wis.: On all grain or flaxseed subject to Federal or State Grain Inspection received on or before 8:30 a. m., and upon which notice of arrival is given by 9 a. m., disposition shall be given not later than 4 p. m. the same day, provided inspection is reported to the office of the Federal or State Grain Inspector before 11 a. m. When a reinspection is called before disposition is given, one day additional free time will be allowed, provided local freight agent is notified of the call on day of inspection and a change in grade is allowed by the Federal or State Inspector. If no change in grade is allowed demurrage will be assessed, provided disposition is not furnished before 5 p. m. of the day car is first inspected.

"On all cars loaded with grain or flaxseed

"On all cars loaded with grain or flaxseed and inspected (if for inspection) prior to 6 p. m., disposition must be given not later than 4 p. m. the following day, excepting that where reinspection or appeals is called, and the grade is changed by Federal State Inspector or Appeal Board, one additional day of free time shall be allowed."

EXAMINER SLATER asked Mr. Brown what he wanted to have substituted for the clause cut out about free time.

Mr. Brown: The word "designated" should be placed before the word "hold" as was ordered by the Commission, but left out by the carriers. "No charge" should be put in B. T. Jones' tariff where it shows "\$2.70."

The grain ought not to leave the inspection that the inspection is a single property of the carriers.

track until it is sold, in the interest of the pro-

What we are asking is what the railroads voluntarily agreed to in 1915. Since then we have been laboring under war-time rules.

If the word "designated" were in the tariff the railroad would have to state just on what track the car was held. This would help the federal appeal sampler in finding the car.

. An adequate and necessary time should be allowed at all markets based on the physical conditions at each market. We claim that we have not got that at Chicago, and in that we are discriminated against. There is a rule at Minneapolis and Duluth, a modified rule, giving them an additional 24 hours for reinspection. This is a recognition by the railroads of the necessity of additional free time for reinspec-

FRANK B. TOWNSEND, Minneapolis: Isit your design to make Chicago a better mar-

Mr. Brown: It is designed to help the re-ceiver here who is the producer's agent to get a better price for his grain. The old McAdoo rule lasted only 19 days in Minneapolis.

W. R. SCOTT, Kansas City: Changing the Kansas City rule would not help your market? Ans.: No.

JOHN L. BOWLUS, Milwaukee: Should

W. L. Richeson Chosen Pres. of New Orleans Board.

By the election of William Lyle Richeson to administer the affairs of the New Orleans Board of Trade for the ensuing year the membership have conferred a deserved honor and assured themselves of successful conduct of the office of president.

Traffic in grain on the Mississippi River and to the many ports reached by ships sailing from New Orleans is an open book to Mr. Richeson, whose start in the grain business began in 1885 at St. Louis, Mo. For 12 years he operated grain elevators there and at Kansas City, prior to his removal to New Orleans in 1897, where he took charge of the Illinois Central Railroad Elevator at Southport. Two years later he first became identified with the Board of Trade of which he is now the head, as a grain inspector, rising to be chief of that department.

During the war the allied governments appointed him to supervise the movement of food-tuffs there the port as manager for the Whost

stuffs thru the port as manager for the Wheat Export Co., Inc., handling 3,000,000 tons of foodstuffs. After the war he formed the firm foodstuffs. After the war he formed the firm of W. L. Richeson & Co., later succeeded by W. L. Richeson & Sons, in the forwarding and exporting business. He is a member of the Dock Board appointed by the Governor.

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local conditions control the charge for disposition? Ans.: They should be uniform. Local conditions in Milwaukee may have no bearing on the charge, but the charge for disposition should be the same.

WALTER McFARLAND, rep. the railroads: It would be impossible to get the same number of inspections by 9:30? Ans.: Yes, it would be impossible.

WM. H. McDONALD, Chicago, explained to the examiners the procedure in procuring appeal samples, and it was brought out that at the outside markets where the yards were nearer the trading center the receiver can get reinspection the same day, Mr. McDonald have ing been in the inspection service at Minneapolis, Duluth, Milwaukee, Omaha and Chicago. A lot of grain is handled on appeal at Chicago tho the car has been ordered to some elevator, and the burden of keeping tab on the car rests on the grain trade. We have on the car rests on the grain trade. We have a different system in Minneapolis, where they retain the entire sample. In Chicago the state inspection department furnishes the sample for trading purposes.

ED. DOERN, Chicago, for 8 years chairman of the transportation com'ite of the Board of Trade, spoke as a receiver representing the country shipper or producer. To get an appeal consumes 20 hours. If inspected by the state before 11 o'clock we are handicapped. It is going to cost the shipper \$4.70.

A chance we often take is to order a car to an elevator trusting that the federal has taken his sample.

If there is an appeal pending we have to sell the car at what might be called a small discount. I have heard much discussion and complaint about the charge for disposition. The commission man aims to give the railroad company disposition orders at the earliest possible time. Rates of freight are predicted on the service required in handling the grain at the terminal, such as holding for sampling (required by law).

JOHN E. BRENNAN, Chicago, chairman Traffic Com'ite Illinois Grain Dealers Ass'n: Sufficient time should be allowed for final inspection. Last year we called 3 per cent of federal appeals. The way they are handled federal appeals. The way they are handled now the shipper is penalized a half a cent a bushel for the sake of avoiding a penalty of \$4.70 a car. If the change proposed by Mr. Brown was made there would be no more appeals made. I have paid \$400 freight from South Dakota on a car of barley selling at \$1,500, and I think the shipper of that car was entitled to have the car lay around a day or so.

EXAMINER DISOUE: Are there any interveners who oppose the relief sought?

W. R. SCOTT: We do not oppose the

relief. We have no objection to offer.

MR. FLINN, Minnesota Railroad & Warehouse Commissioner: We are not opposed. Our rule has been in effect for 23 years and we do not believe there should be any change made

MR. TOWNSEND: We favor the proposal of the complainant for the cancellation of the \$2.70 charge.

CHAS. F. MACDONALD: As far as the Duluth Board of Trade is concerned our position is the same as that of Mr. Flinn and Mr. Townsend. The rule requiring disposition order to be given by 4 o'clock is a very stringent rule and gives little time to dispose of grain.

J. J. MANN: The Wichita Board of Trade offers no objection. If the reconsigning charge is found unreasonable at terminal markets it should be found unreasonable at all markets.

S. STEVENS, Chicago, manager of the Railway Demurrage Buro for 24 states, presented voluminous exhibits on behalf of the carriers, going into the history of the charges. He said that allowing an extra 24 hours for the appeal is an opportunity to hold the car by paying the \$1.50 appeal fee, getting an extra day for \$1.50 instead of \$4.70.

HERBERT J. CAMPBELL, attorney for the Chicago Board of Trade asked Mr. Stevens it was not pure speculation on his part estimating the number of cars that would be held over on the proposed rule, and Mr. Stevens

F. C. MAEGLY, A. G. F. A., Santa Fe: The service performed in placing a car on the hold track for inspection is practically the same as that performed in placing a shipper's order car on a hold track for surrender of B/L and disposition order.

J. L. BOWLUS: We feel that rules on inspection should be made with reference to conditions at each market.

All briefs are required to be filed by Mar. 1, after which the Examiner will make his report.

Others present were Geo. E. G. Hogle of the Hutchinson Board of Trade; D. O. Milligan, see'y of the Western Grain Dealers Ass'n, Des Moines, Iowa; F. S. Keiser, Duluth Board of Trade; Herman Mueller, St. Paul Ass'n of Public Affairs; H. F. Sundberg, Chamber of Commerce Traffic Buro, Cedar Rapids, Iowa; R. Morgenstern, Salina Board of Trade.

The railroads were ably represented by J. C. Fort, Nelson Trottman, M. L. Bluhm, Walter McFarland, W. F. Hughes and Harry Christicres.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the move ment to country markets, are always welcome.

New Underwood, S. D., Jan. 12.—The acreage of wheat, our principal crop, is increasing every year.-Rapid River Milling Co.

Springfield, Ill., Jan. 23.—There is a good snow cover over the north third of the state, with depths up to 8 inches, but with some ice. The other portions of the state are now bare of snow but there has been ice on the fields during parts of the week. No damage to wheat is reported.—Clarence J. Root, meteorologist.

Conway, Kan., Jan. 11.—Owing to dry weather early in the fall the wheat is generally small, but in very good condition, with fair stand up to this date. Should we have continued heavy freezing weather after the recent rain followed with snow the first of the week it may be bad for the wheat in this territory.-F. L. Mowbray.

The Corn Situation.

By Nat C. Murray, Statistician, Clement, Curtis & Co.

Curtis & Co.

Much has been said in the past two months of the probability of large exports of corn to Europe, on account of shortage of production there. The expected demand from Europe is usually exaggerated, as was the case last year, when one international authority estimated that Europe would take more than 60 million bushels. Foreign countries actually took less than 20 million. Early this season when it looked as though we might have a large crop and low prices and Europe a short crop, I estimated that our exports might be 60 million bushels or more. But if prices remain around the present basis of 90 to 91c for Chicago May delivery, I do not expect our total exports (including corn meal) to exceed 40 million, against 19 million last year.

corn meal) to exceed 40 million, against 19 million last year.

Less Live Stock.—As the bulk of the corn is fed to live stock, the supply of live stock in the country is an important factor in the corn situation, and the supply of live stock in the country is estimated both by the government and private authorities to be smaller than last year. The government estimates the pig crop of 1928 to be 5,400,000 less than the preceding year. On the basis of 15 bushels of corn per head, this would mean a reduction of 80,000,000 bushels of feeding requirements. The number of horses have probably been further reduced. The number of cattle has not changed materially. Altogether the aggregate reduction of live stock represents approximately a reduction of corn feeding requirements of about 100 000,000 bushels of corn. Of course the average weight per marketed hog can be varied 5 per cent or more, according to the availability of feed.

Other Feeds.—Another factor of importance in the corn situation besides live stock is the supply of other feed grains, the production of which bulk large this season. Thus the oats crop was increased 267 million bushels, 21 per cent, and barley increased 91 million bushels, or 34 per cent. The total production of these three feed grains, on the basis of government estimates. amounts to 111,288,000 tons, against 102,676,000 tons the preceding year—an increase of over 8 per cent.

The present supply of live stocks in the country (the different classes combined in pro-

of over 8 per cent.

The present supply of live stocks in the country (the different classes combined in proportion to their corn consuming capacity) is 9 to 10 per cent smaller than the average supply of the past eight years. The present supply of corn, based upon government figures, is about 4 per cent less than the average of the past eight years. The present (Jan. 5) price of cash corn in Chicago (about 85 cents, or nearly the same as a year ago), is about 8 cents a bushel, or 9 per cent, higher than the average of the past eight years on like date.

Price.—It is hazardous to express an opinion

or y per cent, higher than the average of the past eight years on like date.

Price.—It is hazardous to express an opinion upon the future course of corn prices. It may be of interest to observe, however, that at a statistical meeting early in December, where corn price forecasting was the topic, two speakers concluded that prices were more likely to ease off than to strengthen, both reasoning from different points of view.

One speaker stated that his studies of past years show that when the percentage of the season's total marketing of hogs (season commencing Oct. 1) is high early in the season and light later, the price of corn eases off later in the season, and vice versa when the marketing of hogs is relatively late in the season the price of corn strengthens. This year the marketing of hogs appear to be relatively heavy

Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at the following markets for the past two weeks have been as follows:

WHEAT.												
Jan. 10. 10. 121.	113½ 120½ 114% 102⅓ 122¾	12. 122½ 115¾ 123 117 104¾ 124%	14. 122 % 115 % 122 % 117 105 124 %	15. 122 115 1/8 122 3/8 116 1/8 104 5/8 124	16. 123¼ 116¼ 123½ 117¼ 106½ 125	17. 123% 116% 123% 117% 106% 126%	18. 125 1/8 117 7/8 125 1/2 119 1/4 108 126 5/8	Jan. 19. 124¾ 117½ 125 118 % 108 126¼ 124 %	21. 125 % 118 % 126 ½ 120 % 108 % 127 %	22. 128 % 121 128 5% 122 ½ 110 7% 129 ¼	23. 128¼ 120¾ 128½ 121% 110% 128½	24. 128¾ 121¾ 128½ 122¾ 110 129¼
				ORN.								
Chicago 95% Kansas City 90½ St. Louis 98% Milwaukee 95%	$95\frac{5}{8}$ $90\frac{7}{8}$ $98\frac{1}{4}$ $95\frac{1}{2}$	$97\frac{3}{4}$ $92\frac{7}{8}$ $100\frac{1}{4}$ $97\frac{3}{4}$	983/4 941/4 1011/4 983/4	98% 94 101 98%	$95\frac{1}{4}$ 102	$95\frac{3}{4}$ $102\frac{5}{8}$	97½ 104%	$100\frac{5}{8}$ $95\frac{5}{8}$ $102\frac{3}{4}$ $100\frac{3}{4}$	$96\frac{1}{2}$	$\frac{96}{103\%}$	95½ 103	963/4
			C	ATS.								
Chicago 50 Minneapolis 46% Winnipeg 57% Milwaukee 50	49 % 46 % 57 % 49 %	50 3/8 47 1/4 58 3/8 50 1/2	50 % 47 % 58 ¼ 50 ¾	50 ½ 46 % 58 % 50 ½	50 5/8 47 3/8 59 1/2 50 1/2	51¼ 47% .60¼ 51%	53 1/8 49 5/8 61 3/8 53 1/8	52½ 49¼ 60% 52½	52% 49% 61% 52%	53% 50¼ 62% 53%	53 % 50 ¼ 61 ½ 53 %	53 5% 50 1/4 61 3/4 53 3/4
			F	RYE.								
Chicago 107% Minneapolis 103½ Duluth 104¼ Winnipeg 107½	1031/	103 1/2	103 1/8	102 %	103%	103%	105	104 %	104%	106%	1061/2	1065%
			BA	RLEY	1.							
Minneapolis 67½ Winnipeg 74½	67% 74	68 74¾	675/8 751/2	67% 75%	68 77 %	68 % 79 %	71¼ 80¼	70½ 80⅓	71¼ 80¼	71 3/8 80 1/2	70 ¼ 79 %	70¼ 80

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early in the season, leading to the inference that the price of corn will ease off later.

that the price of corn will ease off later.

The other speaker showed by correlation tables that the April price of corn is more strongly influenced by the size of the preceding corn crop than any other monthly price, the relation of price to production increasing steadily month by month until April and then decreasing steadily thereafter, and concluded: "The effect of the volume of the larger production in 1928 will be greater next April than at present. The effect of the short crop of 1927 and small carry-over on Nov. 1, 1928, will diminish as we approach next spring months. In other words, the effect of high price factors will become less and less, and the effect of low price factors will become more and more, with the result that prices will be relatively lower next spring than at present. Conditions this season are somewhat similar to 1925-6, when Chicago May futures ranged between 78 and 89 cents in December, 82 to 89 cents in January, but 70 to 74 cents in April and 66 to 71 in May."

May."

It should be observed that neither of these forecasts took into consideration the possible effect of increased export demand, the extent of which is still uncertain. The Argentine crop (which matures in April and moves in volume in May, June and July) will be watched with closer interest than usual. At present prospects there are moderately favorable. The visible supply will also be watched with unusual interest, for a strengthening or even maintenance of present level of prices seems to depend upon steady distribution of the marketings. If the visible should increase rapidly it would be difficult to hold prices. The visible usually is at a minimum in December, then increases steadily, reaching the season's maximum usually in April and then decreases.

Canadian Wheat Estimate Increased.

Canadian Wheat Estimate Increased.

Ottawa, Ont., Jan. 24.—The Canadian Bureau of Statistics yesterday announced its final compilation of grain crops produced in 1928. The estimate of wheat yield was 533½ million bushels, 32 million more than forecast in November and 53 million more than produced in 1927. The oats crop was increased 24 million bushels, and figures for most other grains were increased slightly.

A material upward revision in the 1927 wheat crop was made in the report. The yield for all Canada in 1927 is now placed at 480 million bushels, or within 40 million in excess of the previous returns with the three prairie provinces given 455 million, or also 40 million in excess for 1927 brings the yield about in line with the figures of the Northwestern Grain Dealers' Association and with the yield suggested by deliveries at interior points.

Yields of important crops in all of Canada and in the three western provinces were (000's omitted):

—Canada——3 Provinces—

omntteu).							
	—Can	ada	-3 Provinces-				
	1928.	1927.	1928.	1927.			
Wheat	.533,572	480,000	511,454	414,919			
Oats	.452,173	439,713	296,606	269,453			
Barley	.136,391	96,938	112,684	75,846			
Rye	. 14,618	14,951	13,158	13,287			
Flax	. 3,614	4,885	3,563	4,773			
Saskatchewan	produce	203	399 000	hughele			

heat, against 212,860,000 in 1927; Alberta, 155,662,000, against 171,286,000; Manitoba, 52,393,000, against 51,677,000.



T. B. Jones, Memphis, Tenn., President-Elect Merchants Exchange.

Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Feb.—Montana Seed Council, Bozeman, Mont., in conjunction with the annual Farm & Home Week, fostered by the state college.

Feb. 5-7. Farmers Grain Dealers Ass'n of Illinois, at Joliet, Ill.

Feb. 5-7. North Dakota Farmers Grain Dealers Ass'n 18th Annual Convention, Fargo, No. Dak.

Feb. 13-14. Indiana Farmers Grain Dealers Ass'n, Logansport, Ind.

Feb. 19-20. Eastern Federation of Feed Merchants semi-annual meeting, Binghamton,

Feb. 21. Tri-State Country Grain Shippers Ass'n, New Nicollet Hotel, Minneapolis, Minn. Feb. 21-22. Ohio Farmers Grain Dealers Ass'n, Toledo, O.

March 4-5. Oklahoma Farmers Grain Dealers Ass'n, Enid, Okla.

Apr. 3-5. Kansas Farmers Grain Dealers Ass'n, Hutchinson, Kan.

May 6-10. American Ass'n of Cereal Chemists, Kansas City, Mo.

May 21-23. Pacific States Seedmen's Ass'n Fourth Annual Convention, Hotel Del Monte, Del Monte, Calif.

June 6-8. American Feed Manufacturers Ass'n Annual Convention, French Lick Springs Hotel, French Lick, Ind.

June 9. Nebraska Farmers Elevators Managers Ass'n mid-year meeting, Horky's Park, Crete, Neb.

June 17-19. Montana Farmers Grain Dealers Ass'n Third Annual Convention, Havre,

June 26-28. American Seed Trade Ass'n, Chicago.

July 8-9. National Hay Ass'n, Toledo, O. Oct. 14-16.—Grain Dealers National Ass'n, Hotel Pere Marquette, Peoria, Ill.

Oct. -. Nebraska Farmers Elevator Ass'n. Lincoln, Neb.

Ninety per cent of the grain produced in the "Inland Empire" of the Pacific Northwest is exported to foreign markets, principally to the United Kingdom and to the Orient.

Cornstalks Utilization Investigation Concluded.

The net results of investigations to determine the industrial utilization of cornstalks have been to show quite conclusively that technically it is very easy to make a paper or board, such as wall board, building board and insulation board from cornstalks, according to F. P. chief of the Industrial Farm Products Division, Department of Agriculture. However, the difficulty heretofore has been to make money in this way.

While several firms have tried to capitalize on selling the converted product, the ventures have not been financially successful, simply because paper and board could be made at lower cost from wood.

Paper was made from cornstalks as far back 1765, and on two occasions in the last 25 years the Department of Agriculture has studied the matter on a mill scale.

Steady depletion of the timber resources may result in a commercial development of cornstalks, which development may prove effective in the fight against the European corn

borer by providing means of disposing of the breeding places of the pest.

The yield of cured cornstalks or corn stover is variously estimated at from one ton to, in some instances, two tons per acre, giving a total of approximately 100,000,000 tons of cornstalks as an average in this country annually.



Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Conway, Kan., Jan. 11.-Not much grain moving to market owing to snow, rain and freezing weather.—F. L. Mowbray.

Media, Ill., Jan. 16.—Had a moderate movement of grain this winter. Farmers are inclined to hold.—H. O. White & Son.

Vancouver, B. C.—Exports from Vancouver during 1928 consisted of 96,711,812 bus. wheat, 481,426 bus. oats, 91,284 bus. rye, and 110,248 bus. barley.

Vancouver, B. C., Jan. 12.- Exports of wheat during December totaled 4,258,152 bus. Exports for the crop year (from Aug. 1 to Dec. 31) for the past three seasons, was: 38,023,595, 20,927,875 and 12,502,884 bus. respectively.

Walker, Ill., Jan. 21.—Grain movement here is at a standstill. The roads are in the worst shape that I have seen in years for this time of year, and while I have considerable corn bought there is none moving at all.—J. F. Van Gundy

Galveston, Tex., Jan. 12.—Exports during De-Galveston, Tex., Jan. 12.—Exports during December, 1928, compared with December, 1927, in bushels, were: Wheat, 1,268,518-152,000; corn, 856,428-385,714; barley, 546,800-...; kafir, 392,142-169,285; milo, 47,142-42,857.—H. A. Wickstrom, chief inspector.

San Francisco, Cal., Jan. 11.—Receipts during San Francisco, Cal., Jan. 11.—Receipts during December, 1928, compared with December, 1927, in tons, were: Wheat, 7,598-6,022; barley, 16,801-13,128; oats, 476-1,022; corn, 4,801-1,957; beans, 73,391-73,068 (sacks); bran, 363-415.—James J. Sullivan, Chief Inspector, Grain Trade Ass'n, San Francisco Chamber of Commerce.

Denver, Colo., Jan. 16.—Receipts during December, 1928, compared with December, 1927, in carloads, were: Wheat, 232-250; corn, 787-894; oats, 39-42; rye, 2-1; barley, 55-53; kafir-milo, 8-3; mixed grain, 1-2; beans, 67-33; hay, 114-114. Shipments, similarly compared, were: Wheat, 16-6; corn, 77-162; oats, 8-16; barley, 22-39; beans, 44-160.

New Orleans, La., Jan. 15.—Receipts during December, 1928, compared with December, 1927, in bushels, were: Wheat, 209,219-385,800; corn, In bushels, were: Wheat, 203,213-303,000, colf, 4,589,681-208,500; oats, 118,000-146,000; rye, 17,791-3,000; barley, 302,219-...; grain sorghums, 15,400-8,400. Shipments, similarly compared, were: Wheat, 304,722-1,253,773; corn, 2,639,880-65,875; oats, 63,486-58,181; rye, ...-42,956; barley, 268.000-..

Lubbock, Tex., Jan. 12.—Our receipts at this new grain center have been far beyond our expectations and we are looking for heavy work during both January and February. (This Exchange was organized and began functioning on July 1, 1928.) A total of 1,501 inspections have July 1, 1928.) A total of 1,501 inspections have been made during the first six months; December inspections amounting to 485 cars. Receipts were: Wheat, 434 cars; milo, 55; kafir, 235; sudan, 125; heads, 393; ear corn, 28; shelled corn, 2; hegari, 4; cane, 22, for a total of 1,300 cars. Shipments, in carloads, were: Wheat, 160; milo, 10; kafir, 6; sudan, 6; heads, 19, for a total of 201 cars.—R. R. Stuard, inspector, Lubbock Grain Exchange.

The order compelling examinations by government inspectors of all arrivals in Germany of United States barley except that originating in Texas, Oklahoma and Colorado has been continued effective until Feb. 28.

Another Cornstalks Plant Opens.

The Omaha Cornstalks Products Co. plans to take over an old brewery building in Omaha, Neb., and convert it into a cornstalk conversion plant putting out wall board, etc., at an investment of \$750,000.

Operation by this recently incorporated concern is scheduled for July 1. Albert Krug, president, heads this enterprise. Others interested are P. G. Mittelbach and G. W. Becker.

BIDS AND OFFERS How to Use them Effectively By Wm. C. Eaton, Member Chicago Board of Trade

The most successful operators in the grain trade are those who have something tangible to work with, either bids or offers on a certain amount of grain. Before taking up the basic facts and the proper use of bids and offers, let it be stated that they have been traded in on our Exchange for over a period of forty years; they are invaluable for the service they render the speculator or investor with respect to insurance at a given figure. The cost of "privis so insignificant with respect to grain insurance that it is strange more traders do not take advantage of the opportunities offered them. Many speculators or investors have never used bids and offers due to the fact that they know little if anything of their value.

TO EXPLAIN how they operate: example, let us assume that a trader is long 50 December wheat @ 1.50 and the market shows signs of weakening. (He has not lost confidence in the ultimate outcome of his investment altho conditions point to a temporary sharp break.) Were he to place a stop-loss order with his broker @ 1.40 he would be whereas if he had purchased 50 weekly bids (1.40). Should the market reached that figure. Whereas if he had purchased 50 weekly bids (2.40) or above this figure, he would have been insured against loss below that figure (1.40). Should the market decline to \$1.35 before the bids expired and then sell up to \$1.55 his line of wheat would still be intact and for the limited amount of money invested for privileges his trade would be insured and would have a profit of five cents a bushel. This is an example pertaining to protection on the "long" side of the market.

ON SHORT SIDE.—To explain protection on the "short" side of the market let us assume that the trader is short 50 December wheat @ 1.50. His position is bearish, indications point to a temporary advance and not knowing just how far the market will run, he deems it advisable to limit his loss and buy 50 weekly offers @ 1.60. At times he will find quotations more reasonable, it all depending upon the swing of the market. If the trade is broad and fluctuations are wide, then prices are made accordingly. In a quiet market they are relatively more reasonable.

THE PURCHASER OF BIDS acquires the right to sell as many thousand bushels of grain as he has bids bought. The purchaser of offers acquires the right to demand from the seller of offers a certain amount of grain at a fixed rate. At the expiration of the bid or offer the buyer of privileges may or may not exercise the privilege conveyed by his option. However, the seller must fulfill his part of the agreement if called upon by the buyer of either bids or offers, viz.

Mr. A. buys 50 bids on December wheat of Mr. B. (the seller) @ 1.40 when the blackboard quotations show December wheat selling @ 1.50. These bids are good up to and including a given date (either to expire at the close of this week or next week, whatever time is agreed upon at the time the purchase is made). Should the market decline to 1.35 on the date specified for the expiration of the bids, Mr. A. can exercise his privilege of going short 50 December wheat at the price which he bought his bids (1.40) with a net profit in the bids of 5c a bushel. Mr. B. assumes the other end of the trade, he having to take 50 wheat at the "bid" price of 1.40 (the price at which he sold the bids). It will be readily seen that the result of this transaction with respect to market position will make Mr. A. short 50 wheat @ 1.40 and Mr. B. long a like amount @ 1.40.

THE PURCHASER OF AN OFFER re-

serves the right in consideration of a premium paid to buy from the seller of offers a specified amount of grain of a specified option at a fixed price on a specified date. The chaser of such privileges (an offer) will ceive from his brokerage house a memorandum

"Bought for your account 5 offers December wheat @ 1.50 to expire at the close of session Sept. 10, 1928, for which we debit your account \$8.25."

The purchase of a bid entitles him to sell a specified amount of grain of a specified option on a specified date. The memorandum furnished the client who purchases the bid would

"Bought for your account 5 bids December wheat @ 1.35 to expire at the close of session Sept. 10, 1927, for which we debit your account \$7.50."

Privileges v. Stop-Loss Orders.

There are still a great many in the grain trade who are not conversant with the practical and safe way of protecting their trades from extended losses other than stop-loss orders.

The argument has been advanced that it is cheaper and just as effective to limit losses by protecting grain commitments with stop-loss orders. The fact should not be lost sight of that when the "stopping" point is reached, the transaction is definitely ended, with no chance whatever to recover loss sustained in case the market turns. It is therefore quite obvious that if insured by grain indemnities there is no need to terminate transactions until the expiration of bids or offers, whichever may be applicable. can readily be seen that in this way trades that look seemingly hopeless are quite often turned into profitable ones.

Indemnities Classified.

DAILIES are bought and sold each day from 1:30 p. m. to 2:00 p. m. and on Saturdays from 12:15 p. m. to 12:45 p. m. Dailies offer protection during the following day's grain market.

WEEK'S.—Beginning on Monday morning This Week's indemnities are traded in from 9:30 a. m. until 2:00 p. m. each day, up to and including Wednesday of each week. These indemnities expire on Saturday of the week in which they are purchased.

NEXT WEEK'S.—Each Tuesday morning quotations are disseminated from 9:30 a. m. until 2:00 p. m. and until 12:45 p. m. Saturday. These indemnities are in force up to and including Saturday of the following week. Insurance for a period of 11 days.

Indemnity quotations rise and fall with the price of futures.

In an active fluctuating market they are at a greater spread than on a quiet market. From observation of quotes the trader will note that the "Dailies" will be closer to the market than the "Dailies" will be closer to the market than the "Weeklies"; likewise "This Week's" are closer than "Next Week's." He will also note closer than Next Week's. He will also note that the risk of the seller is greater in "Weeklies" than in "Dailies," also greater in "Next Week's" than "This Week's." Obviously prices must be quoted at a greater distance from the grain market.

Cost of Privileges.

The cost of buying either bids or offers is very reasonable when the protection offered is taken into consideration. The cost to buy is:

Five Offers Five Bids

, Five Offer Wheat, "Weekly".....\$8.25 Corn or Rye, "Weekly"... 8.00 Oats, "Weekly".....7.70 \$7.50 7.50 7.50

OBJECT OF SELLING PRIVILEGES .-By selling privileges, bids or offers, a great many grain operators use this method of entering the market either on a substantial advance or by a sharp decline, at the same time collecting money from the buyer of either bids or offers. A successful seller of privileges, if good judgment is exercised, can build up an appreciable credit balance. Many in the trade operate only on the selling side of the privilege

The seller of Weekly privileges receives for:

		"Bids" ·	"Offers"
5	Wheat	\$5.00	\$5.75
5	Corn or Rye	5.00	5.50
	Oota	5.00	5.20

Less the tax on offers of one cent per \$100.00 value.

SELLING BIDS OR OFFERS .-- To explain a few examples of selling bids or offers:

Let us assume that December wheat is quoted on the blackboard @ 1.50 and that bids on this option can be purchased at 1.42 or eight cents under the selling price of wheat. The bids are good to expire in one week's time. The seller of the bids receives for the sale of five thousand, \$5.00. Should at the expiration of the bids that week wheat sell @ 1.42 and the client who where wheat sell @ 1.42 and the client who bought the bids care to go short the wheat at the bid price (1.42) the sellers must assume the other end of the trade and buy the wheat at the "bid" price of 1.42 and be long the amount of wheat as specified by the number of "bids" he has sold.

Should the seller of privileges desire to attempt to short the market on any substantial rally he sells offers on wheat, corn or oats. For example, should December wheat be quoted on the blackboard @ 1.50 and offers for the week be quoted @ 1.60 he will sell offers at this price (1.60) and collect from the buyer a sum of money as represented by the amount offers he has sold. Should wheat sell @ 1.60 at the expiration of the offers or over this amount, the buyer of the offers can exercise his privilege of being long the wheat at the offer price (1.60). This places the seller of offers short wheat as represented by the number of offers he has sold and the buyer long a like amount represented by the number of offers he has

In a great many instances the greatest losses are sustained by grain traders overstaying the market and hanging on to positions after the market has given a clear warning to "get out." Bids and offers, either "Weekly" or "Daily" force the termination of commitments on the due date of the option. I advise the purchase of privileges thru Chicago Board of Trade houses as well as reputable stock and cotton houses, as they are in touch with the reliable bid and offer brokers and are in a position to know whether they are correctly guaranteed.

A national rice advertising campaign was outlined at a meeting held in Crowley, La., by rice millers, warehousemen, growers, bankers and others. The plan provides for an expenditure of \$150,000 annually for 3 years, the money to be raised by a 35 cents per acre assessment, rice millers \$600 every 100,000 barrels and business interests generally at the rate of \$18 per \$1,000 capital.

German Barley Restriction Expires.

The German import restrictions against American so-called "scabby" barley expired Dec. 31, with no indication that same would be renewed.

The restrictions were imposed some time ago because German feeders complained the hogs refused to eat this year's barley crop, the palatability of which, unfortunately for the German hogs, is not a stipulation in the federal grain standards.

Complaints are understood to have dwindled to insignificant proportions, for which the German importers will probably explain with Coué's theory of "Every day in every way it grows better and better.

Your Income Tax

By M. L. Seidman, of Seidman & Seidman, C. P. As.

In the preceding article we took up the matter of personal exemptions. We found that every unmarried person is entitled to an exemption of at least \$1,500. If he is the head of a family, he gets \$3,500 exemption. We also of a family, he gets \$5,500 exemption. We also noted that the exemption for every married couple is \$3,500. We concluded by saying that besides these exemptions, additional amounts were allowed for support of dependents, and we reserved the explanation of this latter phase for the present article.

EXEMPTION FOR DEPENDENTS: The rules governing exemptions for dependents are very simple. A person is allowed \$400 for each dependent. The question then is, what is meant by the word "dependent." The definition is given by the law, and under it two requirements are laid down; first—that the de-pendent be either under the age of eighteen or else incapable of self-support, and second— that the one claiming the exemption must be the chief contributor towards the support of

the dependent.

Take the first one about the age of the dependent or the incapacity for self-support. A parent supporting a nineteen-year-old son through college could not, under the rule, claim a \$400 exemption for the support of the son because of the limitation that the dependent cannot be over eighteen. Likewise, a son would not be able to claim exemption for the support of his father if his father was able to earn his own living, even though he was not in fact doing so. However, if because of some mental or physical defect, the dependent is incapable of earning a livelihood, the exemption can be claimed regardless of the age of the de-

The second requirement, that of being the chief support, arises where more than one person is a contributor. It is not uncommon, for instance, for several of the children of a family to contribute to the support of a parent, Where that is the case, only the one who is the chief contributor is entitled to claim ex-emption. If they all contribute equally, none of them can avail themselves of the allowance.

It is not necessary for the defendant in any way to be legally related to the person who claims the exemption. Thus, an individual may support his friend and become entitled to the \$400 exemption.

Another point worthy of emphasis is that the \$400 applies for each dependent. If a son supports a dependent mother and father, he is entitled to \$800. If there are five dependents, he is entitled to \$2,000, and so on.

HUSBAND AND WIFE: The way the exemption for dependents works out in the case of the returns of husband and wife is rather interesting. In the first place, neither one is regarded as dependent upon the other. Therefore, the husband cannot take the \$400 allowance for supporting his wife, or vice versa. The \$3,500 exemption is supposed to cover that part.

However, they can take the exemption for other persons that are their dependents.

When we spoke about the \$3,500 allowance, we said that it could be divided between the husband and wife as they deemed best. In the case of the exemption for dependents, however, no such division can be made. The allowance can be deducted only in the return of the one who is the real supporter. Thus, if it is the husband who supports the children, only he is entitled to the exemption. Of course, if he files a joint return with his wife, this point makes no difference. But if separate returns are filed, the exemption cannot be taken by the wife.

HEAD OF FAMILY: In the case of the head of a family, if the individuals being sup-

ported are dependents as previously defined, the head of the family is not only entitled to the \$3,500 allowance, but also to the exemption for dependents. For example, if a son lives with and supports his parent and his parents are incapable of self-support, his exemption is \$3,500 for being head of the family, and \$800 for two dependents, or a total of \$4,300.

LAST DAY OF YEAR CONTROLS: Suppose there is a change in the situation during the year, and a person who was a dependent at one time no longer is one at another, or vice versa. That situation arises very frequently. A child who becomes eighteen during the year, for instance, will furnish an example. Likewise, a child born, say, in Decemample. Likewise, a child porn, say, in ber. Also, a parent may become incapacitated during the year.

In other words, the general principles as to the allowance of an exemption for dependents can be condensed into the statement that \$400 may be taken for each dependent, and that it is the situation at the end of the year that determines whether or not a person is a dependent.

Iowa Farmers' Elevator Ass'n Celebrates Silver Anniversary

[Concluded from Page 112]

THE OMAHA ELEVATOR CO. gave out col-

BADGES were uniquely cut in the shape of the state of Iowa.

RICHARDSON SCALE CO. was efficiently represented by H. R. Miller.

AMERICAN STEEL & WIRE CO. were represented by C. L. Tite and F. A. Benjamin.

SAFETY RAZORS were passed around to the trade by Charlie Coughlin of The Reibs Co.

THE MILWAUKEE CHAMBER OF COM-MERCE passed out rubber pretzels at the ban-

FEED FORMULAS and grinding costs and profits were neatly compiled for distribution by F. J. Conrad.

ABOUT 555 were served to chicken banquet. The other 145 went over t Greek restaurant for hash.

A MISLEADING ANGLE on pig meal was distributed by the Raven Mfg. Co., which souvenir brought many a laugh.

TABLE SALT SAMPLES decorated the banquet tables in convenient packages, the compliments of the R. & R. Salt Co.

ESPECIALLY WRAPPED CIGARS delighted smokers with the compliments of James E, Bennett & Co. and Lamson Bros. & Co.

COLORED FEATHERS were the gift to the convention by the Davis Grain Co. Open house was continuously held in their offices in the Snell building.

INSURANCE COMPANIES specializing grain elevator and mill risks were represented by O. H. Holland of the Western Grain Dealers Fire Insurance Co.

KEWANEE IMPLEMENT CO., manufacturers of the all-steel dump carrying the well-known name of Kewanee, were represented by W. C. "Bill" Lamb, who dispensed literature and cigars to managers.

T. E. IBBERSON, grain elevator builders of Minneapolis, created a storm of noise in the hotel lobby when Fred Holtby passed out a carload of "Snapper-Jacks." Fred was out scouting more good prospects.

PENCILS were distributed by Jimmy Owens of Lockwood Grain, Des Moines; Bill Watson of Lucke-Gibbs Grain Co.; Earl Miller of Updike Grain Corporation, Omaha; F. E. Barsaloux of R. R. Howell & Co., and penholders by Northrup, King & Co.

Convention Notes.

MINNEAPOLIS was represented by Harry H. Flow of Fraser-Smith Co.

PEORIA sent Guy F. Luke, George Cole, Louis Mueller and R. M. Carpenter.

THE SPIRIT OF ST. LOUIS was held up in a solo done by Frank Bubb of the Knowlton Grain Co. and I. W. Hardy.

MINNESOTA SHIPPERS were well represented by E. H. "Rudy" Rudloff of Steen. Rudy was formerly from Manson, Ia.

DES MOINES sent Jimmy Owens of Lee-Lockwood Grain Co., chosen one of the "Four-Horsemen" at the Boston convention this year; C. M. Stormes, Earl Coon and C. A. Tower.

OPEN HOUSE was the order of the day in the office of Fort Dodge grain dealers, including C. C. Davis, George Christensen, C. A. Bulpitt and the rest of the list of good entertainers.

MILWAUKEE'S representation included: A. E. Bush, L. J. Beck, Leonard J. Keefe, Charlie Coughlin, Roy I. Campbell, Frank Bell, Pres. A. L. Johnstone, Joe Mueller, Ed. Hiemke, Howard Mallon, Bill Hottenson and V. L. Smith.

FROM CEDAR RAPIDS were Jack Piper, Steve Wilder, Chas. Douglass, C. E. Carpenter, C. A. Davis and Walter Musker of Penick & Ford. G. A. Dabinett, Federal Grain Supervisor, stationed at Cedar Rapids, should also be credited hereto.

TWO CASUALTIES are reported: Leonard Keefe of Milwaukee slipped on the ice and fell, breaking a rib, laying him up in bed for considerable time. Fred Maywald, representative of W. M. Bell & Co. of Milwaukee at Ames, fell and sprained his arm.

of W. M. Bell & Co. of Milwaukee at Ames, fell and sprained his arm.

THE OMAHA delegation included Earl Miller and A. H. Bewsher of Updike Grain Corporation; R. W. Sage and W. F. Shepard, Bill Watson and O. H. "Bridge Shark" Gibbs, John J. Decker, Frank Mead; H. C. Christensen and V. J. Murphy. Bill Watson went home with acute indigestion from eating three rubber pretzels.

THE "BEAR INN" held open house in a large, commodious sample room, where an Orthophonic furnished music and Jas. E. Bennett & Co. furnished especially wrapped cigars, cigarettes and other forms of entertainment. Sandwiches served from 10 o'clock on into the small hours on the second evening, accompanied with refreshing near-beer. K. B. Pierce, Bob Swenson, "Sig." Steenson, Pete Wold, C. E. Lowrie and other able assistants aided in entertaining visitors.

CONTINUOUS QUOTATIONS were furnished at the hotel by Lamson Bros. & Co., conveniently located in Parlor 2. Lamson Bros. are celebrating their 55th anniversary, while the ass'n is on its twenty-fifth. New convenient quotation printing machines were used for receiving and sending all messages. Market gossip, cigars, cigarettes, blotters, etc., were distributed. George A. Booth, Arthur G. Torkelson, L. H. Burleson and Senator A. M. Vorhes accommodated customers.

FROM CHICAGO were: Geo. E. Booth, Lamson Bros. & Co.; John E. Brennan and Walter

accommodated customers.
FROM CHICAGO were: Geo. E. Booth, Lamson Bros. & Co.; John E. Brennan and Walter Green, John E. Brennan & Co.; Kenneth B. Pierce, James E. Bennett & Co.; Joe Schmitz, Chief Weighmaster, Chicago Board of Trade; John Murphy, Bartlett-Frazier Co.; W. H. Ranson, Rumsey & Co.; R. C. Pierce, Beach-Wickham & Co.; Gordon Hannah, Doern-Scarritt-Hannah; Ed Praeger, McKenna & Strasser; C. A. May and W. M. Christie, J. H. Dole & Co.; Walker Lewis; H. C. McReynolds, P. H. Schifflin & Co.; P. H. King and M. Mannheimer, of Rosenbaum Grain Corp., and H. J. Layden.

Corn-stalk paper is becoming more reasonable in price and will soon come into a price range where it will be only a matter of preference as to the use of wood-pulp or corn-stalk paper.

Handling oil as a side-line has proven mighty profitable for those grain dealers who apply business methods thereto. Leakage, evaporation, spill, etc., must all be calculated in reckoning costs. A credit business in the handling of oil is suicide.

"Orderly Marketing" was accomplished this year, but only on account of the weather. Frozen and impassable roads and weather. Frozen and impassable roads and freezing temperatures have resulted in an even flow of grain to market, with no longpreached higher range of prices accompany-

Whistling through the graveyard may encourage some to remain identified with down-grade movements, but the country shipper who has the perception to see the handwriting on the wall will permit his name to be linked only with progress, integrity and the highest order of the day.

A Spring Session of Congress for consideration of farm relief legislation is urged by Sen. W. L. Jones of Washington. Proper handling of the surplus, and a sufficient tar-iff on agricultural products, neither of which propositions can be satisfactorily dealt with at the present session of Congress, should be considered at this special term, according to Jones.

Indiana Grain Dealers Celebrate 28th Anniversary With Zest

The 28th annual meeting of the Indiana Grain Dealers Ass'n was called to order in the Library of the Board of Trade at Indianapolis at 1:30 p. m., Thursday, Jan. 24, with a good attendance, notwithstanding the impassable conditions of the reads and the inclument weather. dition of the roads and the inclement weather.

PRESIDENT Walter M. Moore of Covington introduced the Rev. Dr. Jno. W. McFall, pastor of the Broadway M. E. Church, of which Ex-Secy Riley was long a helpful mem-

Rev. McFall spoke highly of the life and work of Sec'y Riley, his high ideals and fair methods and delivered the invocation.

MARK MILLER, President of the Board of Trade, welcomed the visitors on behalf of the Board of Trade and of the grain dealers and millers of Indianapolis.

HON. L. ERT SLACK, Mayor of Indianapolis, welcomed the dealers and paid high tribute to Sec'y Riley and his earnest work in behalf of the grain trade.

E. K. SOWASH, Crown Point, in responding to the warm welcome said, We old ass'n members have been coming to the capitol city so many years we know that we are welcome, so we will continue to come.

I know something about the grain business you might like to know. I traveled over the corn belt in my car last fall and found everybody selling corn so I sold, and I am loading a car at Crown Point today. I loaded another last Saturday. I will receive \$900 less for the two cars than I pay, so you can see what I do with the profits of my business.

PRES. W. M. MOORE: I am greatly indebted to the directors and committeemen who have rendered such efficient assistance in the conduct of the work of this organization. Since the death of our beloved Secretary, the Ass't Sec'y, Miss E. S. True has conducted the work of the office most efficiently. The Millers Ass'n which bore a third of our expenses under Sec'y Riley has disbanded. While we lost considerable revenue as the result of their action, I am happy to inform you that we have gained many new individual members.

MISS E. S. TRUE, Acting Sec'y, presented the following very encouraging report:

Financial Report of the Secretary, Jan. 12, 1928, to Jan. 22, 1929.

RECEIPTS

On hand Jan. 12, 1928\$	1 107 77
Membership dues	4.964.15
Dues from additional stations	702.05
Directory advertising	1,758.05
Directories sold	53.00
Freight claims	229.64
Arbitration fees	50.00
Transfer of insurance account	25.12
An expression of "appreciation"	10.00
Account of insurance premiums	301.48
Two convention banquet tickets	3.00
_	
Total Receipts\$	9,234.26

DISBURSEMENTS	
C. B. Riley, salary to 12-30-28.\$3,200.16 E. S. True, salary from 1-13-28 to 1-22-29	4.460.28
	7,700.20
Traveling expense of Mr. C. B. Riley Traveling expense of members of the	192,20
Board	105.05
fice rent, telephone service and office supplies	606.13
Postage, including postage on mailing	000.16
out the directories	356.08
Printing, including printing of directory	495.85
Arbitration, includes one case sent to	
the National Ass'n	70.12
Associate dues sent to the Grain Deal-	
ers National Ass'n	240.00
In payment of freight claims	206.69
Extra stenographic help	2.00

Refund on directory advertising (two checks for \$15.00 each for one page ad received) Paid Indiana Liberty Mut. Ins. Co Paid Indiana Millers Ass'n as its share of the net profits of the directory ad-	15.00 236.48
vertising this year Total Disbursements	,375.12
Cash on Hand Jan. 22, 1929 1	859.14 .234.26
On hand	,859.14
Received the 22nd	
ACTIVITY DESCRIPTION OF THE PARTY OF THE PAR	

MEMBERSHIP REPORT

251 principal stations 102 additional stations 3 receivers 5 associate members

411 in good standing Jan. 22, 1929.

21 dropped for non-payment of dues 4 out of business entirely 5 changed hands 11 withdrew by letter 1 suspended by action of the board

42 lost during the year.

New Mem	n	nem rs	bers lost	secu duri	ired ng	dur the	ing year	the	У	ea	r		 59 42
Th.Y.	Α.	i.	£ 0.00	4 h a	7700	22							12

LOCAL MEETINGS: We called 36 local meetings during the year and 1 joint meeting with Illinois dealers.

TREAS. BERT A. BOYD being absent Mr. R. B. McConnel said, that recently he had phoned Bert at Miami, Fla., and found him in good spirits and gradually recovering from his cutting up party in the Miami Hospital. He wished to be remembered to his many friends and promised to be on hand at the Midsummer meeting. His report as treasurer confirmed the report of the secretary.

JOHN W. McCARDLE, Indianapolis, presented a splendid encomium to the memory of Ex-Sec'y Charles B. Riley. From it we take the following:

DR, R. H. CARR of Purdue University addressed the dealers on "Some Chemical and Physical Properties of Hard and Soft Wheats," using lantern slides to illustrate the construction of the wheat berry.

D. L. BROOKIE, Monon: I would like to ask the Doctor is Indiana soil and climate suitable for the production of hard wheat?

DOCTOR CARR: It is not.
Mr. BROOKIE: Why should the state of Indiana waste any time trying to develop hard

DR. CARR: We came near to getting a hard wheat suitable for Indiana in Purkoff.

PRES. MOORE appointed the following committees:

Nominations: Lew Hill, Indianapolis; E. A. Davis, Michigan City; A. D. Shirley, Walton; E. K. Shepperd, Indianapolis, and J. L. Davis, Seymour.
Resolutions: C. A. Ross, Rensselaer; V. E. Butler, Indianapolis; C. L. Northlane, Union City, and Ross Hutchinson. Cambridge City.
Auditing: Percy Brafford, Dale Phillips and Ed. Anderson of Indianapolis.

Ed. Anderson of Indianapolis.

Ed. Anderson of Indianapolis.

CHAS. QUINN, Secy of the National Ass'n in discussing What Kind of Farm Relief Legislation is Congress Likely to Pass? said, I am frank to say, I don't know.

All the political spell binders have devoted much time to stabilization of grain values. This, I think, will do away with future trading as provided in the Caraway bill.

The Congressional leaders think the prices paid in the fall by grain dealers is out of line with the prices usually prevailing in the spring.

At Washington, the common talk is that, the grain dealers will be displaced by a better marketing system just as the changing world has displaced the little storekepeer with the chain store, the automobile has closed our harness factories and horse shoeing shops, the movies have closed most of the regular the-

The Strong bill which is intended to prevent banks treating drafts entrusted to them for collection as assets when they fail, merits the earnest support of grain dealers. Everyone is in favor of the bill, but the press of other legislation will prevent this much needed law being enacted.

The impression prevails in Washington that Congress will give Hoover any farm relief legislation he asks. All he has to do is to nod his head.

ED. WASMUTH, Huntington, an early President of the Ass'n in speaking of "The Member," said, that the lapse of twenty-two vears has erased from my memory much I

He spoke feelingly of Jimmie Sale, B. F. Crabbs, Tom Morrison, Manse Brafford who was Sec'y during my term as President, Bert Boyd our Treasurer, Percy Goodrich and Ed. Reynolds.

My experiences during my connection with the official boards of the Indiana Ass'n, the National Grain Dealers and the National Hay Ass'n were the happiest of my life and I look back upon the work with much pleasure. In the course of his address he said:

The Changing Business World.

Human nature has not changed materially within this 20-year period; there has, nevertheless, been a distinct improvement in business methods. The house that resorts to trickery is, today, a rare exception and business is on a higher plane. The period has marked the greatest advancement of any similar period in the history of the world. Twenty years ago the automobile was rarer than the flying machine of today. Today its manufacture is the biggest industry in the country, and it has helped tremendously in speeding up industry of all kinds. The radio has come to do wonders to civilization in this period and the flying machine is rapidly coming to the place where it will be a more potent accelerator of business than the automobile has been. Seventy-five per cent of the people today are accustomed to the luxuries that were enjoyed by only ten per cent then.

During this 20-year period the population of the country has grown approximately 25% and the wealth of the country approximately 125%. The amount of money in circulation has tripled, bank deposits have increased 500%, saving deposits 200%, value of the products of manufacturers has increased 400%, the use of electricity for all purposes has increased 800%.

With this great increase in business new methods have come. During the similar period just preceding the one we are considering, our legislators were busily engaged trying to prevent by law the formation of trusts and mergers. During this twenty-year period we have been gradually receding from that position of antagonism and have recognized the necessity of great combinations of capital and the desirability of the merging of industries for mass production and reduced costs of distribution.

We have fought a running fight with the

We have fought a running fight with the bug-a-boo of cooperative effort, but today ir spite of opposition it holds the stage and is a recognized factor in our rapidly growing business structure.

Ness structure.

We are confronted with the onsweeping force of the chain store movement that is taking the country and all but putting the individual merchant out of business. It is scarcely worth while to combat or even to criticize these innovations if they promise any saving in cost of production or distribution. If the new process is not well conceived or well thought out, it will fall of its own accord, but if it effects a saving to the ultimate consumer no effort will avail to stop it. It may get off on the wrong foot and the initial effort fail, but if the principle is correct the way to put it into practice will be found.

Perhaps we have wrestled with preduction

will be found.

Perhaps we have wrestled with production and solved the problem with the merger idea only to be confronted with the necessity of solving the bigger question of distribution. We strive to reduce the time of delivery as well as increase the volume of transportation. Transportation is, without doubt, a big problem. More highways and better highways and wider highways must be built and we are going feverishly about the building of them. The country must have waterways and a half a billion

dollars are appropriated for the asking. That's just a start. Within another twenty years there'll be a network of waterways with ships and barges going across the country to supplement the efforts of the railways, the electric lines, the trucks, automobiles and flying machines to take care of our ever increasing traffic.

Verily it is an evolution of progress and advancement in commerce and industry. No previous generation has approached the accomplishments of this one. A careful study of history will not reveal a century of years of any civilization that can show such a revolutionary advance as have these twenty.

dvance as have these twenty.

Grain dealers may think that they have been hard hit by the readjustment that has accompanied this evolution. So do most others. The obvious conclusion is that we must adjust ourselves to the new and changing conditions.

If there is anything we have to regret about the tremendous changes that have come about or if we have been pushed to one side to any extent by the tremendous onrush of industry, we have but to reflect that the business of today is tremendously greater, that opportunities are more plentiful, that the situation with the average man is wonderfully better than it was in that day, that America has grown so great that it now occupies the center of the stage in the civilized world.

Adjourned to the Elks' Club for the an-

Adjourned to the Elks' Club for the annual banquet and entertainment.

Banquet at the Elk's Club.

So many dealers and their wives decided at the last minute to attend the banquet and entertainment at the Elk's Club Thursday night that it was necessary to set over a hundred extra plates. Reservation had been made for 225, but 332 attended. One or two tables set up a hungry wail because the unexpected extra attendance made it impossible for the force of waiters to do their waiting with prompt-ness. But the periods between courses were well filled with interesting entertainment and the diners cooperated to the best of their abil-

ity.
Entertainment included orchestral and singing numbers by the "Flying Flapper's Orchestra," several songs by the "Harmony Darlings," tra," several songs by the "Harmony Darlings," a monologue by a vaudeville artist, several songs by Noble Pearcy, the juvenile wonder, dancing numbers by the Four Dancing Dolls, and a negro singing and clogging act. Following the entertainment the ballroom was turned over to the dealers for dancing until midnight.

Much credit is due Lew Hill, Warren Man-non, Ed Shepperd, Charley Weirick, Carl Menzie, George Good and Willard Hart, of the Entertainment Com'ite, for providing an eve-



E. E. Elliott, Muncie, Ind. President-Elect.

ning full of amusement, and for being able to take such good care of an unexpected crowd.

Friday Morning's Session.

The second session opened in the library of the Board of Trade at 9:30 a. m. Friday with Pres. Walter Moore in the chair.

ALFRED HESLER, county agent from Covington, talked briefly on a rural program for grain dealers, saying in part:

A Rural Program.

Grain dealers hold a strategic place in their communities. In most cases they have been established for years, are well known and influential and looked upon by the farmers in surrounding territory as dependable advisors.

It is important that grain dealers, as key men in their communities, familiarize themselves with the problems of their customers and work towards the production of bigger and more profitable crops. If they cooperate with the county agents and other farm agencies results will be sooner realized.

In our county a hanker was recently and

In our county a banker was recently appointed by the Fountain county bankers' organization to work in cooperation with me on a program for more profitable production. Your president has given me the finest kind of cooperation.

operation.

One of the things we are doing is promoting the use of fertilizer, planting experimental plots and checking the results. These have clearly shown that the soil is in need of fertilizer and its use is highly profitable. The 2-12-6 grade is a mighty good fertilizer, having brought fine results on corn in our 1928 experiments.

With the help and cooperation of grain dealers and others interested as much can be done for improving Indiana farms and their crops in three years as would naturally require ten years.

BENNETT TAYLOR: How can we get the Farm Buro and other farm organizations to overcome their assumed antagonism to the ideas and efforts of grain dealers and other business men? This feeling is often present and interferes with accomplishing results.

MR. HESLER: The county agent is an important key and if he is the right kind of person, with the influence in the farm organizations which he should have, he can often over-come this antagonism and bring the opposing parties together.

It is regretable that every county seems to have some militant men who stubbornly interfere with the progress of forward-looking farm programs.

E. E. ELLIOTT, MUNCIE: We have a membership in our local farm buro. About 90% of the business men in Muncie hold such memberships. But our suggestions always meet with bitter opposition on the part of its leaders. It seems we are entitled to member-ships, but not entitled to a voice in the programs and plans.

PRES. MOORE: It may be well to say that Mr. Hesler has been a real factor for crop and livestock improvement in our county. Practically all of his effort is devoted to such work. He has organized boys and girls calf clubs and crop raising projects. I wish there were more county agents with equal appreciation of their opportunity to improve agricultural methods and practices.

MR. ELLIOTT read a paper on Bigger and Better Corn Crops, then led the discussion.

Bigger and Better Corn Crops.

Bigger and Better Corn Crops.

No grain, no cereal, no food making element of any kind can in any part claim the distinction and attention given King Corn. In famine, in distress, in lean years, in years of plenty, corn has stood at the head of all food making grains. In the frozen North, in the tropical South, in the golden West, or the dominant East, the same high praise of its qualities and general usage comes from all.

No wonder those sturdy pilgrims near Plymouth, Mass., way back in 1621, after they had garnered their crops from a small acreage set apart a day of thankfulness to God. For well they knew that their food supply was assured, and that the ravages of hunger would have no place in their home for at least a year. Hence our Thanksgiving Day. No wonder the early settlers, as well as the Indians, centered about corn. They gave it a place in their religious rite, in fact it was their life.

For a number of years we have raised al-

For a number of years we have raised al-

most three billion bushels of corn annually, a value of nearly \$2,000,000,000. From this amount 40 per cent was fed to hogs; 20 per cent to horses; 15 per cent to cattle; 4 per cent to poultry; 1 per cent to sheep; 3½ per cent to human consumption; 5½ per cent to stock not on farm; 6½ per cent ground in merchants' mills; 1½ per cent for export, and 3 per cent for other usages and loss.

per cent for export, and 3 per cent for other usages and loss.

From the germs we produce the corn oil, oil cakes, oil meal, table oil, soaps, glycerine, etc. From the body of corn are starches, dextrose, glucose, corn syrup, vegetable glue and gluten meal. From the hull we produce the bran, from the corn cobs pipes, telephone receivers, phonograph records, varnishes of different kinds, nuclage and dyes. The corn husk and corn stalks are manufactured into paper.

Is Indiana contributing her part, or is she receiving from this gigantic consumption her portion or the amount due us? In 1917 we raised in Indiana 196,776,000 bus.; in 1918, 165,-000,000 bus.; in 1919, 180,000,000 bus.; 1920, 195,-000,000 bus.; 1925, 203,000,000 bus.; 1926, 177,000,-000 bus.; 1925, 203,000,000 bus.; 1926, 177,000,-100 bus.; 1927, only 132,458,000 bus.; the past year a little more. You might be interested in knowing that White County led in production. It raised 3,240,000 bus. of corn in 1927. Tippecanoe County raised 2,638,000 bus.; Henry County 2,535,000 bus.

You will notice by these figures Indiana is gradually slipping down. The consumption on the farm has increased. This is more noticeable in the dairying and poultry line. Also I have been authentically advised by a terminal market that for a number of years corn has been lowering in grade. The number of damaged grains has increased and the lighter weight per bushel is very noticeable. Buyers will pay one to three cents more for corn raised in Illinois and the western states than in Indiana.

Basing our figures on a slight increase of

aged grains has increased and the lighter weight per bushel is very noticeable. Buyers will pay one to three cents more for corn raised in Illinois and the western states than in Indiana.

Basing our figures on a slight increase of consumption or demand, we find a shortage of something like 30,000,000 bus, of corn. This amount must be replaced by the purchase of corn from some other state, or its equivalent in manfactured food stuffs or substitutes of some kind. To replace the 30,000,000 million bus, we are confronted by a high rate of transportation. Last year we were compelled to go as far west as Iowa and Nebraska for corn the rate being almost 15 cents a bushel. Figuring from a standpoint of 30,000,000 bus, of corn at \$1 per bushel, this would mean that farmers and the consuming trade of Indiana paid out \$4,500,000 to railroads and other transportation facilities with no direct benefit to the people of Indiana. \$25,500,000 was sent out of the state for corn for feed and other substitutes that otherwise should have been raised in the state and the state receive full benefits.

Hundreds of our farmers must now buy corn to feed their horses, milch cows and brood sows until they raise another crop of corn. Substitutes often are quite expensive.

From 1921 to 1924 we raised annually fifty-one million bushels of oats; in 1925, \$5,000,000; in 1926, almost doubling any other year, 93,684,000 bus. As you know, the elevators received a very small amount at harvest, and now the crop is almost exhausted.

Quoting from a recent letter from Mr. G. P. Walker of Purdue University, he states one thing that has shown up in the last two years in a rather striking way is the way sweet clover is holding up corn yields, as during dry weather it holds up the nitrogen supply for the corn crop in fine shape and carries it through to maturity without the firing a nitrogen shortage produces.

Another practice which is giving fine results and is increasing fast is row fertilization. Broadcasting fertilizers on the small grain and then

acid phosphate, 57.5 bus. per acre and 87 per cent sound.

In Jennings county it was practically the same good showing. The Bedford work is on rolling clay land, while the Jennings county test is on the flat land. And a light colored loam soil with a heavy bottom which is rather widely developed in the southwest. On light sandy fields at Culver, liming so as to get legumes is essential to successful corn growing. Nitrogen is the big limit there next to moisture and the lime must be added to get the legumes for supplying the nitrogen. Alfalfa is the salvation for that section and good corn can be produced on alfalfa sod.

C. G. FGLEY Fort Wayne, discussed the

C. G. EGLEY, Fort Wayne, discussed the subject, saying:

I am to talk on bigger and better corn crops, which is a vital and important subject. I am more interested in talking on better things, instead of bigger things. Better crops counts far more in the end, I am sure. Corporations and individuals in all lines, including religion and

government put the better before the bigger. As better work is brought on by better men, the less number often outnoses the larger num-

Look back a couple thousand years. History and the Bible proves it. You read in the Book of Judges, in a certain war better than three thousand soldiers were set aside and a leader by the name of Gideon with three hundred won the war, because they were better. Later we read in the same book of big Goliath, and youth named David. The better one won the

day.

As a rule the smaller farmer is the better farmer because he has well drained land and raises better crops, corn included. As grain men it's our duty to get away from our place of business when possible and get in touch with the farmer. Let him feel that you are interested in his crops and work. In most cases you should urge the farmer to plant an early variety of corn, and with a little backward season his corn will mature. I for one admit that we 'should have taken the stand years ago to fight the big corn, because the large corn as a rule is too much cob, water and grief. The elevator man has difficulty in finding a market for that kind of corn and must look to a corn drier.

In my case last fall, buying corn for the

a corn drier.

In my case last fall, buying corn for the McMillen Co., and others, we had a certain territory with early corn. We bought 3, 5 and 10 car lots as early as Oct. 2, husked out of the shocks hauled to a portable shel'er in the field, then direct to the elevator and loaded for the market, and did not have a single car get hot. Earlier and better matured corn is the answer. In other sections, as late as Dec. 15 we had nothing better than No. 5 and 6 corn. It was bigger and later corn, not satisfactory to the dealer that had to find the market. I am strong for earlier and better corn.

The better farmer has his fields and fence rows cleaner and is not as apt to breed insects, including the corn borer.

If we wait until the farmer brings his grain

including the corn borer.

If we wait until the farmer brings his grain to the elevator it's too late to find fault with what he raises. Let's find out what he raises, how he takes care of it, when to plant, when to cultivate, when to harvest and when to market ahead of time. It's of vital importance to every dealer to be a big brother to his farmers and have as a motto better quality.

A hay dealer in my section had an agreement with a farmer so that if the hay is cut and put up according to instructions a premium is given. The farmer got a \$1.50 per ton over the other fellows' price because he had something to sell that the other fellow wanted. The same thing can be done on corn.

BENNETT TAYLOR. Lafavette: A high

BENNETT TAYLOR, Lafayette: A high school boy in our community undertook a 5 acre fertilization project last year. port later he remarked that the fertilized corn was greener and withstood the unfavorable changes of weather much better than an unfertilized check plot adjacent. When harvested the fertilized corn produced 75.63 bus. per acre against 45 bus. on the check plot. The increase brought \$90 the cost of the fertilizer increase brought \$90, the cost of the fertilizer was only \$16.25 and the corn from the fertilized plot carried from 1% to 10% less moisture than that from the check plot.

C. O. WISE, Connersville: When corn was only 50 cents a bu. we found fertilized land only 30 cents a bu. We found fertilized land would produce as much as 18 bus. more per acre. This would give an increase of \$9 per acre and the cost of the fertilizer would be only \$3, leaving a \$6 profit.

Corn Stalk Paper.

PRES. MOORE: I want to pass along a warning not to get too enthusiastic about the possibilities of producing paper, rayon and other products from corn stalks. Covington Covington isn't so far from Danville, where one of these factories is now working and we have handled some of the corn. To date I don't believe it has been a paying thing for either the farmer or the grain dealer.

All the farmers get out of their agreements with the paper maker is the free shucking of their corn. The paid shuckers are careless and most of our farmers claim to lose from 4 to 5 bus. per acre, in addition to losing corn pasture and the fertilizing accomplished

Greetings from Terminals.

Greetings and well-wishes were extended by representatives of other terminal markets. Genial Fred Pond represented Buffalo, D. J. Schuh matched his oratory with the greetings from Cincinnati, and W. H. Toberman told about St.

WM. L. INGLES, Federal Supervisor at Cincinnati, pinch-hitting for C. A. Waalen, the local supervisor, in the latter's illness, talked on grading.

Grain Grades and Federal Supervision.

Mr. Waalen and Mr. Russell have made it a point to get around to group meetings of grain dealers and others in an effort to learn more about the problems of grain dealers and give the latter a greater appreciation of the problems in federal supervising. Among the problems which are created for the inspectors is that of uneven loading of cars. This falls in three classes, uneven loading of sound grain; uneven loading of inferior grain; and the pernicious habit of loading a car with sound grain then dumping a couple of hundred bus. of musty or damp grain in one end.

Discounts result and country shippers are often disposed to cuss the terminal market man, whereas the latter is in no way at fault. The only preventive for such discounts is thoro mixing of grain before loading and uniform loading in the car. This brings the best sales results.

Railroads in their zeal to increase returns on rolling stock have encouraged overloading. At least two feet must be left between the roof and the top of the grain to permit proper sampling. Otherwise the sampler puts a "heavily loaded" notation on his report and the shipper has to take his chances with destination inspection.

when a dealer is dissatisfied with an inspection he has the privilege of calling an appeal thru his terminal receiver. Please remember that if we are to give you the service you expect the appeal must be filed in our office before the grain has lost its identity. Usually this means within 48 hours. Our supervisors always draw their own samples and make their own inspections.

MR. INGLES followed this brief introduction with a demonstration of grain grading equipment and a description of the manner in which each piece is used. Each piece of equipment, he explained, is checked over once each year in cooperation with the Buro of Standards in order to maintain accuracy and each inspector uses exactly the same methods in accomplishing inspection in order to avoid variations in results.

ELMER HUTCHINSON, Arlington: Some of the grain dealers seem to feel that the boards of trade ought to have a man appointed who would be disinterested, to go along with the sampler to take a fresh sample from the car when appeal is made over local supervision to the Board of Review at Chicago. As it is they must trust the federal supervisors to take a fully representative sample.

MR. INGLES: We have no objection to such an arrangement or to anyone accompanying our samplers and overseeing inspection, tho it would cause delay in obtaining samples because of the difficulty of getting the men

S. R. HARRELL, pinch-hitting for Edgar H. Evans of Indianapolis, read a paper on wheat improvement prepared by Frank Hutchinson. This is published, in part, elsewhere in this number.

ELMER HUTCHINSON, of the Wheat Improvement Com'ite, said: We are now working with Purdue on a plan with experi-We are now ments for developing a hardy strain of soft winter wheat. Purdue is extending its influence thru the county agents to bring back Indiana's soft wheat. Interested organizations have been invited to cooperate and the grain dealers are asked to extend their best efforts in this direc-

J. L. DAVIS read a paper on cooperation between millers and grain dealers in Indiana. This is published elsewhere in this number.

HAROLD GRAY, chairman of the Transportation Com'ite, reported as follows:

Report of Traffic Committee.

Your com'ite, which was appointed by your pres. about the middle of the year, has had under consideration several problems pertaining to transportation. None of them, however, are very new but are in such a state that we would like to call your special attention to a

few. The railroads have been asking for cooperation from the shippers. The object, of
course, has been to get together and have a
common understanding of all problems. This
has worked out nicely to a large extent but in
the last few years we find the co-operation
leaning in favor of the carriers.

leaning in favor of the carriers.

1. Shippers are asked to unload cars as soon as possible and many times do unload the same day as placed without receiving any credit from the railroad. Then when through extreme necessity the shipper is delayed in getting his cars unloaded, he must pay demurrage. While we understand that it is possible to keep a set of books averaging this time, we suggest that the railroads should issue a credit to the shipper allowing him as many hours as he has not used of his free time.

2. The shippers are asked to load cars to

shipper allowing him as many hours as he has not used of his free time.

2. The shippers are asked to load cars to full visible capacity, within two feet of the roof, or to load limit unless they have ordered a car of small capacity. Since the size of the cars are being built to 125,000 capacity and load limits are calling for greater capacity, we find this a great handicap to all grain dealers. Under this regulation he must carry his grain over long periods, waiting for enough to fill a car as designated by the tariffs. A small carcan be ordered and loaded to that capacity, but there are so few of the actual small cars now to be had and since the carrier may use his discretion about giving a larger car, many times the shipper is obliged to wait several days before receiving the size of car ordered. The majority of grain buyers have small storage bins and large cars are undesirable and encourage delivery by truck.

3. Railroads are making quick movement of

age bins and large cars are undesirable and encourage delivery by truck.

3. Railroads are making quick movement of all cars and are to be congratulated on their good equipment and swift transportation. The time required is about one-half as compared with a few years ago. This excellent movement of freight is in direct contrast with the mail deliveries. Many mail trains have been taken off the schedule and much of the mail on some of the railroads is being carried on slow freight trains. This delay, with the failure of many banks in the smaller towns, and the necessary use of the rural free deliveries, drafts with order Bs/L attached are very slow in going through to the consignee. Large amounts of demurrage as well as unnecessary delays of unloading on account of not having the B/L is costing the shippers enormous sums.

4. As was stated in Grain Dealers Bulletin

costing the shippers enormous sums.

4. As was stated in Grain Dealers Bulletin No. 6, the carriers are placing the notation of "Shippers Load, Weight & Count" on each bill of lading. However, we understand that if the agent has satisfied himself that the scales are adequate, reliable and always open to inspection by the carriers, he can give a clean B/L. All shippers should test their scales and keep them in such repair that they may be given clean Bs/L. The cost of this maintenance is made up by having certified weights on which to base claims.

to base claims.

5. We also found that there were a few cases where ¼ of 1% was demanded by the railroads for shrinkage. The proper amount of deduction is % of 1%.

6. The carriers having obtained % of 1% shrinkage to be deducted from claims, now ask that a scale variation be allowed, and that this variation or difference be also deducted from claims. This comes under the name of Scale Tolerance. This is two deductions from one claim. The Association, of course, feels this unreasonable. If any member obtains any information on this at any time please advise.

7. We wish particularly to call to the attentage.

information on this at any time please advise.

7. We wish particularly to call to the attention of the shippers the necessity of loading their cars within two feet of the roof and leveling them after being loaded so as to enable the inspector to secure a representative sample of the car. If he is unable to do this he can mark the inspection report, "Shallow Probe," which does not give the car its true grade and leaves it subject to inspection at destination. In time of movement of new grain, there is a possibility of it getting out of condition and causing considerable loss. In fact, the buyer may call for re-inspection after car reaches destination, if any reason for a lower grade exists and has the privilege to refuse the car if it is not according to contract.

8. Nothing new has developed regarding the

8. Nothing new has developed regarding the Stop Off privilege. We must not lose this. It is a necessity to the business of every grain

9. No undue discrimination of rates has been presented. The schedule, except in minor cases, seems to be satisfactory.
 10. We appreciate the excellent work accomplished and now being done by Mr. Henry L. Goemann, Chairman, Transportation Committee of the Grain Dealers National Association, and feel that if all state associations would work through his committee, much more could be accomplished.

In view of the above, we urge all shippers to earnestly study these problems and to advise any suggestions they have toward their proper solution.

The Resolutions Com'ite offered the following resolutions which were unanmiously adopted:

Resolutions. ARBITRATION RULES.

WHEREAS, The Grain Dealers National Ass'n in their last annual convention, amended Paragraph 3, of sub-section C, Section 1, Arti-cle 2 of the constitution of the Grain Dealers National Ass'n, to clarify Arbitration Rules,

WHEREAS, it is desirable that Arbitration Rules of the Indiana Grain Dealers Ass'n be changed to conform with this amendment,

Changed to conform with this amendment,
THEREFORE, we recommend that Section 6
of the Arbitration Rules of the Indiana Grain
Dealers Ass'n be amended by the addition of
the following sentence: "Nothing contained in
this section shall be understood to relieve any
member of this Ass'n who is doing a grain,
seed, feed or milling business from compulsory
arbitration with direct members of the National
Ass'n."

WHEREAS, A study of the Constitution and By-Laws and Trade Rules of the Indiana Grain Dealers Ass'n has shown the necessity of recommending an amendment to Section 6 of the Arbitration Rules, and

Arbitration Rules, and
WHEREAS, a further study and discussion
has shown the advisability of revising the Constitution, By-Laws and Trade Rules of this
Ass'n with a view to having them conform
with present conditions and rules in the National and affiliated ass'ns,

THEREFORE, we recommend that the President of this Ass'n appoint a special comi'te
of three members to give a thoro study to that
end and present their findings at the next annual meeting of this Ass'n.

WHEREAS, various trade associations, in-

WHEREAS, various trade associations, including our own, have labored for years to establish arbitration, and

WHEREAS, in some cases adequate legislation has not existed in various states to support awards in such arbitration in the courts,

WHEREAS, proposed legislation is being now introduced in the Indiana Legislature which conforms to our system of arbitration, therefore, be it

RESOLVED, that this Ass'n support the passage of such legislation at this session of our Legislature.

FARM RELIEF.

INASMUCH as the incoming administration of our National Government has pledged itself to enact legislation for the purpose of farm relief, and inasmuch as the Indiana Grain Dealers Ass'n has consistently labored for the prosperity of agriculture since our interests are common, therefore, we again pledge the support of this Ass'n to careful consideration of any legislation on this question.

CROP IMPROVEMENT.

CROP IMPROVEMENT.

WHEREAS, a Crop Improvement Com'ite on which are representatives of the Indiana Grain Dealers Ass'n, has been doing excellent work, in the matter of determining suitable varieties of seed wheat, and

WHEREAS, it appears that this work could well be extended to cover other seeds needed by producers in our State, therefore, we recommend that this com'ite broaden the scope of its work to include all seed grain and field seeds.

MILLERS ASS'N.

MILLERS ASS'N.

WHEREAS, The Indiana Millers Ass'n thru action of its Board of Directors on December 19, 1928, unanimously voted on immediate dissolution, and whereas, many millers were already members of the Indiana Grain Dealers Ass'n, and whereas, this Ass'n now offers the only medium of concerted effort in the grain trade in this State, therefore, be it

RESOLVED, that we extend to all millers in this state a cordial invitation to join our Ass'n and pledge our organization to to consider all problems from the standpoint of both millers and grain dealers.

CHAS. B. RILEY.

WHEREAS, the Indiana Grain Dealers Ass'n has suffered a definite and distinct loss by the death of our beloved Secretary, Charles B. Riley, and

WHEREAS, tribute has been paid to his memory by the Board of Directors and by Mr. John W. McCardle,
THEREFORE, we wish to concur as a convention and as individuals in all tributes that have been paid to his memory as his friends, and further that a copy of this resolution be mailed to Mr. Riley's family.

Officers.

The Nominating Com'ite reported E. E. Elliott, Muncie, for pres.; G. G. Davis, Tipton, for vice-pres.; and Walter E. Moore, Covington, and J. L. Davis, Seymour, for new directors. The convention expressed its unanimous wish that these be elected and Acting Sec'y Miss Eva S. True was instructed to

cast the ballot of those present for them. Adjourned sine die.

Hoosier Hoots.

H. H. Savage came from St. Louis. David H. Larkin came from Baltimore.

H. C. Ripley came from Jackson, Mich. D. P. Sutherland came from Chagrin Falls,

Louisville, was represented by W. M. Wallace.

Milwaukee was well represented by F. H. Van Valin.

V. L. Parmentier and H. H. Hawlick represented the Millers National Insurance Co.

PENCILS were distributed by the Dockwiler & Kingsbury Co., and the Sidney Grain Machinery Co.

FROM BUFFALO came Dan Southwell, J. E. Heffner and C. B. Weydman. Joe Lackey came from Toledo.

Several found a room on the 7th floor of the Elks Club a popular rendezvous when they tired of dancing.

The ladies attended the banquet in greater numbers than ever before and the men were manifestly proud to have them.

The seed gang included Harold L. Gray of Crabbs Reynolds Taylor Co., H. R. Moon, "Car-a-minute" Floyd, and Guy Davis.

REGISTRATION was well over 200 and almost twice that number attended the banquet and ball at the Elks Club the evening of the first day.

D. J. Schuh, popular executive sec'y of the Cincinnati Board of Trade, was kept in a whirl visiting with his many friends and telling the latest "stories for grain men."

CINCINNATI representatives included Ralph H. Brown of Henry W. Brown & Co., F. W. Scholl and F. W. Scholl, Jr., of The Scholl Grain Co., Wm. L. Ingles.

W. H. Toberman from St. Louis, who is also much concerned with the National Hay Ass'n, extended invitations to attend the convention of that organization at Toledo in June.

Chicago representatives included James E. Bennett of Jas. E. Bennett & Co.; Jesse Summers of E. W. Bailey & Co.; Wm. Tucker of Lamson Bros. & Co.; and Geo. M. Slinghoff.

Genial Fred Pond of the Buffalo Exchange had his card stuck in every loose panel and available point of vantage, explaining that Buffalo is a grain market worthy of considera-

ILLINOIS shippers included E. R. Chase and E. R. Peters from St. Joseph; J. C. Jones, Ridge Farm; M. H. Matteson, West Union; Bruce Miller, Brocton; and L. B. Walton, May-

ED SHEPPERD and "Larry" Larimore were prime distributors of cigars, apples and pencils for the Cleveland Grain Co. Their pockets were forever being emptied of constantly replenished supplies.

C. Wm. Maibucher had a bunch of swagger sticks which he distributed to all comers. These proved a great benefit. They could be used as rulers, or as trusty weapons of defense, according to the inclinations of the wielders.

Machinery representatives included Schlagetter of the Sidney Grain Machinery Co., H. C. Clapper of the Gruendler Patent Crusher & Pulverizer Co., J. F. Scheidegger of the Anglo-American Mill Co., J. M. Deck of the Kewanee Implement Co.

CONVENTION BADGES were supplied by the Grain Dealers National Mutual Fire Insurance Co. Registration was in charge of E. C. Bardwell, L. H. Cosby and Mrs. Cosby. V. E. Butler did duty by pinning the badges surance Co. on the coat lapels of those who registered. J. J. Fitzgerald, sec'y-treas. of the company was also in attendance.

THE EXHIBITS included a model trucklift operated and explained by J. M. Deck, Sales Engineer of the Kewanee Implement Co., and a display of Plymouth Red Top Binder Twine was highly recommended by H. C. Ripley in charge of the exhibit of Lindsey

BERT BOYD is still convalescing down in Florida and folks missed him, of course, R. B. McConnel and Harold Geiger distributed little silvery sounding bells around the banquet tables, with the company's compliments and the banqueteers found great delight in ringing

Lew Hill's ever popular dutch lunch counter fed nearly 400 conventionites at noon on Thurs-He served ice-cold bottles of pop and handsome steins of beer for the thirsty ones. Delicious potato salad, ham, cheese, pork, sausage and every other conceivable kind of sandwiches, quantities of pickles, celery, radishes, rye bread, white bread and other items with-out number disappeared before the onslaughts of the hungry mob. Lew, himself, was master of the bar and Martha and Al showed experi-enced dexterity in attending those who couldn't reach what they wanted.

The "Dizzy Dozen," including such popular and prominent figures as Ralph Brown, Frank Pyle, H. R. Moon, Charley Northlane, Guy Davis, H. C. Wise, E. McVicker, Dan South-well, Fred Weeks and the erring representative of the Journal, had the biggest and noisiest stag table of the entire banquet. Tiring of waiting between courses they took to playing ball with the balloons, stealing girls from other tables, adorning the dusky purveyors of food with colorful paper hats, organizing snake dances about the ball room floor, singing, complaining and generally proving themselves apt subjects for action under the nuisance laws. It took the combined efforts of the entertainment combined to be a conducted to the combined of the combined efforts of the entertainment combined to the combined efforts of the entertainment combined to the combined efforts of the entertainment combined to the combined efforts of the entertainment of the entertainm ment com'ite to bring them to order and the "Dozen" are still wondering if that is WHY.

"Dozen" are still wondering if that is WHY.

Indiana shippers present included E. D. Adamson, Red Key; W. W. Ashby, Ladoga; Robert Alexander, Lafayette; C. A. Ashpaugh, Frankfort; K. R. Applegate, Cicero; Charles S. Anderson, Stockwell; F. J. Baird, Kewanna; R. A. Burris, Mulberry; W. C. Babcock, Jr., Rensselaer; D. L. Brookie, Monon; J. D. Brown, Burnettsville; H. A. Burney, Greensburg; Avon Burk, Decatur; D. C. Corkins, New Palestine; E. N. Cook, Plymouth; A. M. Cain, Worthington; John Cruea, Crawfordsville; T. C. Crabbs, Crawfordsville; V. O. Chance, Lewisville; L. S. Conarroe, Frankfort; C. Cunningham, Scircleville; J. C. Cashner, Thorntown; C. C. Cole, Bluffton; E. E. Clark, Lebanon; Joe M. Chizum, Morocco; W. B. Coleman, Covington; Earl A. Davis, Michigantown; O. A. Dutchess, Kokomo; Herbert Darr, Frankfort; F. E. Dowling, Frankfon; Jesse G. Doane, Clarks Hill; H. Dickey, Parker; R. M. Davis and G. G. Davis, Tipton; J. L. Davis, Seymour; C. G. Egly, Fort Wayne; Frank Eckert, Elbowing, F. Plilotter, Convent C. E. Pillotte.

Parker; R. M. Davis and G. G. Davis, Tipton; J. L. Davis, Seymour;
C. G. Egly, Fort Wayne; Frank Eckert. Bloomington; Adam Egly, Geneva; E. E. Elliott, Muncie; John Floyd, Monroe; H. E. Foster, Hammond; Rider Freeman, Crawfordsville; E. P. Finch, Hillsboro; G. L. Fisher, Pittsboro; P. E. Goodrich, Winchester; E. D. Gadbury, Matthews; C. O. Gifford, Ade; Harold Gray, Crawfordsville; C. F. Grey, Darlington; James A. Hughes, Brooklyn; John T. Higgins, Lafayette; Herbert F. Hanks, Terre Haute; Frank N. Howard, Crawfordsville; C. J. Hile, Ambia; J. S. Hazelrige, Cambridge City; John M. Holder, Clifford; L. H. Hoover, Honey Creek; D. G. Hendrix, Covington; John Herr, Lebanon; Lowell Hutchinson and Elmer Hutchinson, Arlington; R. M. Hutchinson, Cambridge City; J. E. Heffner, Frankfort; J. E. Henderson, Winchester; Chas. K. Hankins, Markleville; F. E. Jones, Boswell; Clarence Jones, Upland;

chester; Chas. K. Hankins, Markleville;
F. E. Jones, Boswell; Clarence Jones, Upland;
Francis Knecht, Hartford City; John D. Kiefer,
Elwood; Wm. N. Loughry, Monticello; Otto
Lefforge, Buck Creek; Walter M. Moore, Covington; S. P. Marsh, Frankfort; E. J. Mendenhall, Sheridan; L. L. Moore, Perrysville; Howard Mutz, Edinburg;
Baxter McBane, Fortville; C. H. McEwan,
West Lafayette; G. B. McBane, Fortville; C. L.
Northlane, Union City; E. B. Nordwahl, Otterbein; H. J. Nading, Morristown; Geo. M. Neidlinger, Lebanon; Ralph Overman, McGrawsville;
Fred Paul, Spiceland; C. R. Paul, Sedalia; Jacob
Pritchard. Fortville; Frank Pyle, Peru; R. M.
Robertson, Ewing; H. O. Rice, Huntington; H.
W. Reimann, Shelbyville; Frank Richards, Taylorsville; O. S. Roberts, West Lafayette; Raymond Shine, New Albany; W. F. Shirley,
Blountsville; J. L. Slaughter, Markleville;
[Continued on page 103.]

[Continued on page 103.]

Iowa Farmers Elevator Association Celebrates Silver Anniversary

For the tenth time in twenty-five years, the Farmers Grain Dealers Ass'n of Iowa held its annual convention at Fort Dodge, Ia. The dates this year were Jan. 23-25.

Despite sub-zero temperatures, the attendance was heavy, about 700 in all registering, including wives, etc. Approximately 75 man-

agers were present.

Sessions were crowded with a continuous flow of addresses and discussions. Heavy reminiscing was the most popular theme. Man-

agers met in closed session all the first day.

The continued rise in the market provided a good theme for all the conversation that was carried on in the lobby of the Wahkonsa Hotel,

which was headquarters.

The supply trade exhibited at disadvantage in the Armory, some four blocks away from the headquarters. Heretofore, the sessions have been held in the Armory where the supply people held forth, but this year the Princess Theater was utilized for all business sessions.

Exhibitors in the Armory were those who do not deal through, or pay any commission to, the ass'n or its off-springs, and therefore were apparently discriminated against, even to the extent of excluding the display at the hotel of the \$800 Rosco Oat Huller which the manufacturer donated to the ass'n for a prize, the money for which went to the ass'n. Justly indignant, these exhibitors were forced to petition the convention for recognition and the courtesy of an announcement at meetings. Despite the heavy expense and trouble exhibitors displays attracted only a few spectators the entire first day with no buyers. The second The second day the turn-out improved slightly, but in no way warranted the hundreds of dollars spent for display spaces. Exhibitors were united in the determination to withdraw further support from any future activity or undertaking connected with the ass'n.

Obvious dissension between factions within

the organization was not so apparent this year, the two groups going into "huddle" formation to determine what defensive to take against the Iowa Farm Buro, which is said to cor-respond to a merchandising department of the state college of agriculture. The danger of bestate college of agriculture. The danger of being "sold out" to the Farm Buro was reflected

in a resolution.

THE FIRST business session was called to order, following two hours or more of registrations and visiting, in the Princess Theater, Pres. S. J. Cottington, Stanhope, presiding. The attendance was complimentary to the wide advertising the anniversary meeting had received, which was quite a tribute in face of the uncomfortably low temperature. Curiosity as to internal political happenings also helped to swell the attendance.

INVOCATION was given by Dr. E. N. Tompkins.

ROUSING SINGING was led by George R. D. Kramer, Fort Dodge insurance man.

A WELCOME to Fort Dodge was tendered by Seth Thomas for Mayor C. V. Findlay. Pres. Cottington responded.

THE ANNUAL ADDRESS of the President traced the Farmers Elevator movement back 60 years, which reminiscent theme pre-dominated all sessions, Pres. Cottington said: "Very few realize the tremendous amount of

work done by your secretary's office. The variety of his duties is so great that it requires person with knowledge of a dozen professions and actual business experience and executive ability to carry them out. That this association is considered the leading state or-That this ganization of its kind is evidenced by the appointment of your secretary as chairman of a national legislative committee representing twelve middlewestern associations and a member of the executive committee and chairman of the grain committee of the Midwest Regional Advisory board.

FORTY YEARS OF CO-OPERATIVE ELEVATORS, an address prepared by R. A. Holman, president of the Rockwell Elevator Rockwell, Ia., was read by C. G. Oliver.

Following announcements, the morning ses-

sion adjourned for luncheon.

Wednesday Afternoon Session.

The second business session convened again at the Princess Theater at two, and was headed with singing led by Mr. Kramer.

CO-OPERATION was the title of Knute Espe's address. Mr. Espe is sec'y of the Iowa Co-operative Live Stock Shippers, Des Moines. He complimented the organization, before relating the inner workings of the group he heads. Mr. Espe's organization claims credit for introducing better business methods among its constituent membership, uniform trade practices, grading systems, educational and legislative accomplishments.

"We need to go to church to be told the story Christ told 2,000 years ago," he said. "and we need not fear to be told the story and preach co-operation continually to put the program across." He declared it impossible to gram across." He declared it impossible to charge up sales on the books, sell at cost, and

still pay dividends.

J. P. LARSON, Sec'y, Fort Dodge, following splendid music by the Lions Club Quartette, gave his annual report. The wide scope of the services performed for its members by the Farmers Grain Dealers Ass'n was outlined, in stressing the value of the work carried on and

the increasing burdens of the office he holds.
"We have been told by executives of large firms that our methods are the most effective and set a standard which large business firms

could adopt and use to advantage."

Thirty-six farmers companies became members during the first 9 months of the year 1928, for a total of 700 direct or indirectly served

The ass'n saved better than \$64,000 for its members in four departments alone last year.

Secretary's Report.

Secretary's Report.

All of the association services and benefits cannot be figured in terms of dollars and cents, for there are a great number of matters of a general discriminatory nature on which the figures would have to be estimated. However, in taking some of the departments conducted by your state association and using only the actual figures of member companies that are making use of the service, we have figured the rates that would have been required for such services if the association were not in business, and find that the figures are as follows on the business handled without taking into consideration the large number of companies that could also take advantage of this service and make a saving thereby.

Service Savings.

Workmen's compensation insurance premium, a saving each year of \$2,759.

Corporation law service, an average each year of about \$16,000.

Income tax claims, which in most cases would not have been handled at all if the association was not taking care of this kind of work, an average saving each year of more than \$25,000.

than \$25,000.

Surety bond premium, an annual saving which averages \$11,714 with net savings on auditing cases, \$9,272.

The departments mentioned are only a small part of the association's work and service, and as the actual dues charged during the year amounted to \$12,074,51, the net cash saving to the association membership, counting the dues received from all members, and the smaller number of companies making use of the departments, would amount to \$52,870.49.

While the saving referred to amount to more than 500 per cent on a dues basis, the percentage would be a great deal larger if all member companies took advantage of all the departments referred to.

Other Activities.—The farmers companies of

Iowa have profited through the activities of the association in many other lines not mentioned, such as grain grading, reductions in rentals for elevator sites, field work, grain marketing, lower cost of handling railroad claims, lower freight rates on grain and other commodities handled by farmers' companies, special traffic and transportation cases, and through a number of matters handled by your association through which farmers companies have benefited several times the amount which we have specifically mentioned.

tioned.

Bleaching.—In handling of oats a process has been perfected and followed for some years by which oats that are water stained are bleached by the use of sulphur. This process does not injure the quality of the oats and so improves the appearance of the grain that it sells for a better price. The government objected to the use of this process on the ground that it was a violation of the pure food and drugs act. Through the influence of our farmers elevator associations the practice was permitted to be continued without interference, and as a result the farmers are getting thousands of dollars more per year for their oats crop, especially for the lower grades, than they would otherwise get.

get.

Legislative Work.—Several years ago we took an active part in the legislature for the grading of grain by the federal government. We asked for this legislation because there was at that time manipulation of the grades of grain both in our home markets and for export. As a direct result of our work in this connection the law providing for the federal supervision of grain grading was passed and since the passage of that law grain grades the country over have become as nearly uniform as it is possible for them to be and the farmer is not placed at the disadvantage of manipulation of grades.

Car Cooperage.—Some years ago we brought

at the disadvantage of manipulation of grades.

Car Cooperage.—Some years ago we brought a car cooperage case against the railroads asking that they either cooper our grain cars for us as they do for elevators at the terminals or that they pay us for the labor and furnish the material to cooper them. In this case we did not get what we asked for, but we did get a decided improvement in the condition of the cars furnished us and in the amount and kind of material furnished for coopering.

decided improvement in the condition of the cars furnished us and in the amount and kind of material furnished for coopering.

Income Tax Aid.—We were the first farmers organization to contend that farmers cooperative business companies should not pay income and excess profits taxes on "patronage dividends" paid to their members. We began this agitation in 1913 and continued it in 1916 and 1917. We secured a decision under which taxes of any kind are assessed against cooperative business concerns on the "patronage dividends" which they pay to their members and patrons. This has saved to farmers elevator companies thousands of dollars and at the same time permitted them to operate on a safe business basis without making provisions for heavy taxes.

Surety Bonds.—Ours was the first farmers organization to object to the price which bonding companies were charging for bonds for managers of farmers elevator companies. After our work on this matter there has been a radical reduction in these rates and our elevator companies, as well as other farmers organizations, are profiting by the reduction.

On every matter previously mentioned in this report, your association has been the pioneer farmers organizations have followed later, but doubtless no other farmers organization has done more to "break the ice" in the business world and secure for the farmers an opening for a much needed representation there. In this respect this farmers organization has "blazed the way" and made it possible for other farmers organizations to do what they have since done.

Managers' Meetings. — Eleven district managers' meetings were attended during the month of June, which meetings covered the entire state of Iowa. County and other group meetings, board meetings and stockholders' meetings have also been attended by your secretary.

The insurance association which is conducted as a department of your state association has

The insurance association which is conducted as a department of your state association has made increases during the past year both in a financial way and in the increase of insurance in force. The total net increase in insurance in force for the year 1928 amounts to \$554,775.

In force for the year 1928 amounts to \$554,775.

A traffic department should be added as soon as possible and as soon as we can be assured that the member companies will make full use of this department. This department should be of a great deal of value to farmers' companies, as all traffic matters could then be handled in the association office without the necessity of employing attorneys. Through the auditing of freight bills, checking up on rates of various kinds and combinations, the department should produce a greater net saving than any other department.

This organization.

This organization has not cost the farmers money. It has saved it for them. Never in history anywhere has there been another farmers' organization that has done so much really worthwhile work on so little expenditure of money. It has saved dollars where it has cost

THE FUTURES MARKET and The Farmer, was the title of the address given by

J. M. Mehl, Grain Exchange Supervisor, U. S. Department of Agriculture, Chicago. theme of his address, which was of intense interest to all his listeners, was how the producer might use the "futures" market to advantage. In the course of his address he said:

The futures market may be used for gambling, to be sure, as well as for legitimate trading. There is hardly anything that cannot be put to improper use, but more and more the understanding is growing that this function of dealing in futures fits in somewhere as a desirable and necessary part of the present system of grain marketing.

Regardless of much agitation both for and against it, the futures market has become firmly established as an integral part of the present system of grain marketing in the United

Farmers Can Use Futures Market at Times.—
I should like to touch upon a subject at this time which I am somewhat reluctant to mention because it can so easily be misunderstood. There are times when farmers can to their advantage use the futures market in shifting a price risk or in taking advantage of favorable price situations coming at times when they may not be quite ready to dispose of their actual grain.

We frequently hear it said that the farmer

actual grain.

We frequently hear it said that the farmer is the greatest speculator of all. With respect to growing crops unquestionably he must face almost constantly the risks incident to weather and insects as well as the risk of unprofitable price. The latter risk is perhaps the most important, since it commences even before the planting of the crop and continues until the crop is sold or otherwise disposed of. We have forms of insurance to cover practically every risk except the risk of unprofitable prices in agricultural production. This risk may never be completely covered. But there is no reason, if the opportunity presents itself, why farmers should not take advantage of an opportunity to hedge their grain risks and make sure of the attractive price when and if one is available.

Last spring and summer, for example, there

hedge their grain risks and make sure of the attractive price when and if one is available.

Last spring and summer, for example, there was a splendid opportunity for wheat growers in the Southwest to have sold futures against a crop which was practically assured. A sale of futures as late as in June, just before the crop was harvested, would have given producers 25 cents per bushel or more over the price available when wheat could be delivered. This is a type of hedging transaction that is perfectly legitimate and one regarding which farmers can well afford to become better informed. The dangerous aspect of the whole situation is that just a little education along these lines often leads to disastrous results. A few successful ventures and one quickly gets the idea that he has special aptitude for looking into the future and sometimes, after a little experience with the futures market, he forgets all about its use as a protective medium and begins to regard it as a possible entree to great wealth. Managers of farmer elevators who are approached to give advice or to assist in handling these transactions cannot be too careful and cannot go too far in discouraging any and all transactions that savor of speculative intent. It is a disease which spreads very rapidly and is hard to check.

Speculation Has Place in Economic Structure.

What I have said is not a condemnation of

Speculation Has Place in Economic Structure.

—What I have said is not a condemnation of speculation on the part of those who know exactly what they are doing and who have the necessary financial background. Indeed, the entire structure of future trading rests upon speculation. We have come to regard organized speculation as having its proper place in our economic life. We have even reached a point where we can regard "short selling" as being not altogether an unmitigated evil, although there is in some sections and by certain interests a great deal of opposition still to what they call dealing in "wind bushels" and selling what one does not own.

Without going into that question I may say

what one does not own.

Without going into that question I may say that observations by the Grain Futures Administration do not seem to indicate that "short selling," as such, has any greater influence upon market prices than has "liquidation," which is the sudden selling out of futures bought. In fact, the market seems to be just a little more sensitive to the "throwing overboard," if I may use that term, of large lines bought. Likewise the market seems to be a little more sensitive to the sudden buying back of "short lines" than it is to new interests coming into the market on the buying side. We are not able, at this time, to see over a long period of time, much difference between speculative buying and speculative selling in so far as the same permanently influence price levels. There unquestionably are evils at times in short selling but there are evils also in unlimited speculative buying.

MUSIC by S. H. Lassen and his son, Ralph,

MUSIC by S. H. Lassen and his son, Ralph, furnished the proper atmosphere for Mr. Mehl's listeners to do a little reflecting and

"PIONEER HOUR" was composed of short reminiscences on the expriences of those identified with the movement.

COM'ITE APPOINTMENTS preceded adjournment, and were as follows

RESOLUTIONS: Geo. E. Beals, (Mgr.) Humboldt; C. J. Kelsey, Iowa Falls; O. K. Mabin, Garner; J. Sam Stewart, (Mgr.) Scranton, and M. L. Henderson, Randall.

CREDENTIALS: W. J. Lynch, (Mgr.) Green Mountain; E. D. Dobberton, Paullina; and H. C. Beckman, (Mgr.) Walcott.

BY-LAWS: Geo. D. Berogen, Webster City; R. W. Carter, Sergeant Bluff, and L. Holden,

RE-DISTRICTING: W. L. Doderer, Rock-well; Elmer Engstrom, Kanawha, and A. E. Peterson, Albert City.

ARBITRATION & INVESTIGATION: Frank E. Carlson, Boxholm; F. J. Swansen, Akron; and Jorgen Anderson, Graettinger.

Banquet.

The banquet was a gala affair. The menu was splendid and the program unusual. Even the ice cream was designed in white, green and yellow to exactly represent an ear of corn. The banquet hall of the hotel was filled to overflowing with the 600 served. An anteroom was also used.

Rubber pretzels were a souvenir to every banqueteer, the gift of the Milwaukee Cham-ber of Commerce. Salt was put up in sample containers for everyone, the present of the R. & R. Salt Co.

Community singing was led by Geo. Kramer again. Pres. Cottington introduced the toast-master, Rev. J. J. Share, of Humboldt. The Paramount Orchestra of Fort Dodge pleasantly furnished music throughout the chicken

DR. ROY L. SMITH, noted radio preacher of Minneapolis, whose words of wisdom (called "Sentence Sermons") are syndicated in some 80 newspapers, gave an inspirational address on "Wild Notions I Have Known," which was a rapid-fire series or arguments against some popular fallacies and phrases such as: "Revenge is sweet," "Money talks," "A as: "Revenge is sweet," "Money talks," "A bird in the hand is worth two in the bush."

"Blessed is the man who can see a joke," he said. "There are plenty of people who can start a fight. What we need is more to start a laugh. He laughs best who laughs first. You can't change your features, but there is nothing to prepent your changing to prepent your changing to prepent your changing to prepent your changing. nothing to prevent your changing your expression."

pression."
Greetings in the form of short talks were given by A. M. Thompson, president of the Farmers Grain Dealers Ass'n of North Dakota; A. F. Nelson, sec'y of the Minnesota Farmers Grain Dealers Ass'n; Prof. J. E. Brindley of the Iowa State College, Ames; F. S. Betz, Chicago, and others.

Managers Hold Closed Session.

Elevator managers of the farmers elevators of the state held a "closed" session morning and afternoon of the first day, in the Club Rooms of the Hotel Wahkonsa. President A. B. Traeder of Odebolt presided.

Community singing was followed with the customary routine business of the minutes of the last meeting, com'ite reports, election of

the last meeting, com'ite reports, election of directors, and the unique feature of the "Ques-tion Box," in which all those with some pressing problem on their minds write out a pertinent question for answer at the afternoon

session.

The afternoon session, following a special funcheon for members, was devoted to discussions on: "The Co-Operative Oil Business," "The Value of a Rosco Oat Huller in an Elevator," and "Lumber as a Side-Line." This was followed by drawing questions from the question box for discussion. The co-operative purchase of twine was also discussed with all manufacturers present, and this year's con-tract awarded the Hooven & Allison Co. NEW OFFICERS for the ensuing year are:

Gayle Snedecor, George, president; M. C. Stark, Corwith, vice-president; J. L. Miller, Havelock, sec'y, and E. L. Kreger, Ralston, manager. The directors remain the same.

Thursday Morning Session.

The third business session was called to order with community singing.

"UP-TO-DATE ELEVATOR EQUIP-IENT" was the subject assigned to A. B. MENT" Traeder of Odebolt.

Fifteen-ton scales and perhaps twenty-ton

scales are an absolute necessity for the efficient operation of a grain elevator today, in his opinion, which opinion is held by a convincing majority of elevator managers. Traeder cited patrons going from 4 to 15 miles out of the way to be waited on efficiently and with the least bother and interference from defective and out of date equip-

Good cleaners pay for themselves in a year and save the elevator operator rapidly accruing profits through saving freight on dockage, higher grades and better prices at the terminals, profits from sale of the reclaimed dockage, etc., he averred.

Dumps which are smooth in operation, not always out of repair, and not unreliable, as was one which recently stuck up in the air and fell down on and broke the back of a manager, were termed nearly as important as a good bank balance to the successful operation a country grain elevator.

Farmers today are demanding increasing services, faster and more efficient handling, which may be summed up in "up-to-date mechanical equipment." Farmers will go where they can be waited on with the least effort and the shortest delay, so that elevators equipped to handle grain efficiently and expeditiously will enjoy a growing patronage from farmers dis-satisfied with faulty and slow handling equip-

Increased services may also be furnished through the installation of a Rosco Oat Huller. A number of commodities, which are practically unobtainable where an oat huller is not installed, can be supplied with customer satis-

THE FARMERS ELEVATOR MOVE-MENT was treated by Frank Robotka, Grain Specialist, Iowa State College, Ames. He delved into history and prophesied for the

G. A. DABINETT, Federal Grain Supervisor, Cedar Rapids, on "The Grain Grading System," said:

G. A. DABINETT, Federal Grain Supervisor, Cedar Rapids, on "The Grain Grading System," said:

Inspectors licensed under the U. S. Grain Standards Act are operating at Clinton, Davenport, Burlington, Keokuk, Cedar Rapids, Des Moines, Missouri Valley and Sioux City. Those at Des Moines and Sioux City function under grain exchanges. In other markets they are independent inspectors operating on a fee basis of so much per car. Prior to August, 1927, these Iowa points were supervised from four markets having Federal Supervision offices, three of them outside the state. The growing importance of Iowa as an inspection center was apparent to the Department, and is evidenced by the figures of the Cedar Rapids market alone, as follows: Five crop years, 1918 to 1922—31,500 cars total corn and oats; next five crop years, 1923 to 1927—98,123 cars total corn and oats. In August, 1927, the Department opened an office of Federal Grain Supervision in Cedar Rapids having jurisdiction over Des Moines and other markets east to the Missouri River.

Commercial grading of grain is not an exact science and human judgment plays fully as important a part in the grading of grain as does the application of mechanical tests. In addition, there will always be line cars on which you may gain or lose one grade. Some are due to variation in quality in the load, where one sampler picks up more of the higher or lower quality than does the succeeding sampler. Improper sampling and slipshod methods of determining the factors by the inspector causes cars close to the line to lose or gain a grade. It is our responsibility so far as humanly possible to eliminate faulty equipment and to supervise the inspector's work so as to minimize these variations. This does not, however, offset the country shipper's responsibility of avoiding uneven loadings by thoroughly mixing his grain before loading whenever and wherever it is possible to do so. The country shipper, by doing this, by not loading car too full, by trimming to permit easy sampling in the ends of

Charles E. Eckerle, of Minneapolis, understood [Continued on Page 112]

The GRAIN JOURNAL.

Flax Tariff Increase Hearings On.

A blanket ad valorem duty of 45 per cent on all fats and oils, as an essential revision of the tariff, was proposed to the House Com'ite on Ways and Means in the form of a joint request by practically all of the affected domestic producing interests.

Readjustments were asked in applications for lower rates by the American Vegetable Oils & Fats Industries on imported flax and linseed

Jay Chapin, Chicago, appeared on behalf of the Associated Corn Products Ass'n, repre-senting 11 companies using 85,000,000 bus. of corn and making about 120,000,000 gallons of corn oil. He endorsed the 45 per cent pro-

posal.

C. L. Nolan, New York City, speaking for flaxseed crushers, asked for rates of 3.75 cents a pound (28½ cents a gallon) on linseed oil. The present rate is 3.3 cents a pound. The proposed rates, he said, will provide protection against a competitive duty.

Howard Kellogg, Spencer, Kellogg & Sons, Buffalo, N. Y., spoke for Philippine producers of cocoanut oil, his firm importing about onethird of the exports from the Island. He opposed any change in the status of duties on cocoanut oil, but said that if a duty be put on copra that the rate on oil also be raised. He said that if we did not bring in products from the Philippines the people cannot buy or pay for large imports of goods from the United States. third of the exports from the Island. He op-

Five producers organizations presented a joint statement to the effect that "The crusher has only a converter's interest in the problem, since prices for expressed or refined oils detersince prices for expressed or refined oils determine the prices which the crusher can pay, for the raw materials. In this case we have jointly involved, and favoring increases of duties, the domestic producers of cottonseed, flax-seed, corn, soya beans, etc. "There is no longer any dispute as to the interchangeability of all oils and fats. Every writer and author agree, with this exception, that each succeeding writer finds new evidences of interchangeability. The finds new evidences of interchangeability. The trade recognizing this fact watch the markets carefully and make their purchases on the basis

of price dips.

"For example, if palm-kernel oil is a shade under cocoanut oil, the buyer will purchase the cheaper oil. The price of lard and the price of lard substitutes influence each 'other. The price of corn is affected by the price of hogs. "The price of soya-bean oil is affected by the price of cottonseed oil, linseed oil, palm

L. Brooks, Jr., of Springer & Brooks, New Lebanon, Ind.

oil, menhaden and whale oil. Cottonseed oil is also affected by the price of cocoanut oil.

The price of cocoanut oil is also affected by the prices of palm oil, soya-bean oil and palmkernel oil. The price of cocoanut oil is affected by the price of oleomargarine. The price of oleomargarine is affected by the price of 88score butter, and so on."

Cereal Chemists to Meet.

The 1929 convention of the American Ass'n of Cereal Chemists will be held at Kansas City, Mo., on May 6 to 10, according to announcement by Rowland J. Clark, chairman of the program com'ite. All talks will be limited to

One of the features to be added this year will

be an open discussion.

The organization has grown rapidly, and today boasts of 400 members.

Visual Grading Methods were recom-mended abandoned in favor of wheat grading on protein content, by witnesses representing agricultural interests of southwest Saskatchewan before the Saskatchewan Royal Grain Commission at a hearing at Kipling, Sask. The Commission is virtually attacking the Dominion government and the pool.

Elevator of Springer & Brooks at New Lebanon, Ind.

Fire destroyed the 15,000-bu. studded and iron-clad elevator of L. Brooks & Son at New Lebanon, Ind., last April. It was some time before final decision to rebuild was reached, wheat having proved a complete failure. But new corn prospects were so good it was felt a new elevator would be necessary for the fall movement, and on the first of August the Removement, and on the first of August the Reliance Construction Co. began construction of the new house. By the 10th of October it was completed, and two days later new corn was arriving in a steady stream.

The new elevator is of cribbed, iron-clad construction, with a studded corn and oats crib on one side. Dimensions are 30x46 ft., and 74 feet high to the top of the curely

74 feet high to the top of the cupola.

Five bins give a total capacity for 18,500 bus. of small grains. The crib at the side is lined with \(\frac{1}{8} \)-inch mesh wire cloth so it can be used for small grains as well as ear corn, and this has additional capacity for 6,000 bus.

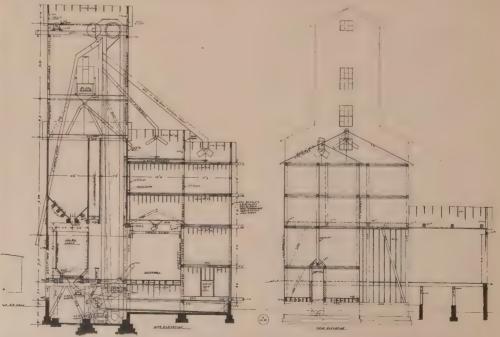
The elevator has a full basement of rein-

forced concrete, waterproofed against the dan-gers of wet weather. This makes all machinerly located there, including the boots, easily accessible

Incoming grain is weighed over a 15-ton



New Elevator of Springer & Brooks at New Lebanon, Ind.



Sectional Views of End Elevation and Crib Elevation of Springer & Brooks Elevator, New Lebanon, Ind. [See facing page.]

Fairbanks Truck Scale with an 18-ft. platform covered by an extension of the roof of the two-room office. This size scale has become a necessity in New Lebanon territory due to the prevalence of large trucks, which haul 80% of the grain that is received.

Three trap doors and three sinks are provided for accommodation of receipts. Dumping is accomplished with an electrically operated McMillin Combination Truck and Wagon Dump. Each sink is fitted with a drag chain. Another drag chain works thru the first of the sinks to the crib.

The elevator has three legs. Two of these are used for receipts, the one on the north serving the two fartherest sinks; the other serving the first sink and the crib. Each is fitted with a 17-inch Mohawk rubber belt carrying 16x7-inch cups set on 16-inch centers, and is capable of elevating 1,500 bus. per hour. The third is a loading leg, fitted with a 13-inch Mohawk rubber belt carrying 12x6-inch cups set on 12-inch centers.

Ear corn is delivered directly into the boots

of the receiving legs or thru the No. 23 Western Sheller as desired.

A No. 32 Western Gyrating Cleaner is provided in the cupola to separate the shelled corn from the cobs, and the cobs are spouted to a cob burner. A large Cyclone dust collector on outside of cupola collects the dust.

Under a large bin having double hoppers is a 500-bu. Fairbanks Hopper Scale on the work floor, from which the grain is elevated to cupola and loaded out thru an 8-inch loading spout into cars.

Power and lighting is all accomplished with electricity. All controls are centralized in switch-boxes located side by side on the working floor. All wiring is in rigid steel conduits.

A Fairbanks-Morse Fully Inclosed Electric Motor is used to run each separate unit of machinery. The one on the sheller is 20-h.p., and is connected with a Tex-rope drive. A 7½ h.p. motor is used on the cleaner. Each of the legs is separately run by a 5 h.p. motor, con-

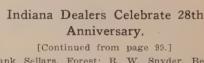
nected to a jack-shaft with a 5-inch Mohawk rubber belt. A chain drive is used from the jack-shaft to the head-shaft. The ear-corn drags and the truck and wagon dump are run by a 5-h.p. motor in the basement.

The sheller and the cleaner are both equipped with Hyatt Roller Bearings. Hyatt Roller Bearings, set in self-aligning pillow-blocks, are also used on the three jack-shafts and head-shafts.

The iron-cladding of the elevator is bonded for protection against lightning. Chemical fire extinguishers are located at advantageous points in the structure, and a Union Iron Works man-lift is provided for quick passage to the cupola.

Detached, 35 ft. is the cylindrical brick cobburner, 16 ft. in diameter, and 20 ft. high. Its walls are 13 inches thick, up 10 feet, and 9 ins. thick the balance of the height.

The firm of L. Brooks & Son began operations at New Lebanon in 1917. Last fall L. Brooks, Jr., the active manager, purchased the interest of his father and on Oct. 1, resold a part of this to W. B. Springer, concurrently changing the firm name to Springer & Brooks. Feed, field seeds, live stock and wool are sidelines to the elevator business. Fotos of Mr. Brooks and the new elevator, also plans, are reproduced herewith.



Frank Sellars, Forest; R. W. Snyder, Berne; C. R. Stafford, Hope; C. W. Shumann, Logansport; O. C. Shirley, Knightstown; E. K. Sowash, Crown Point; J. H. Snyder, Fountaintown; J. C. Springer, Gwynneville; A. D. Shirley, Walton; Fred Sale, Winchester; C. A. Stevenson, Frankfort;

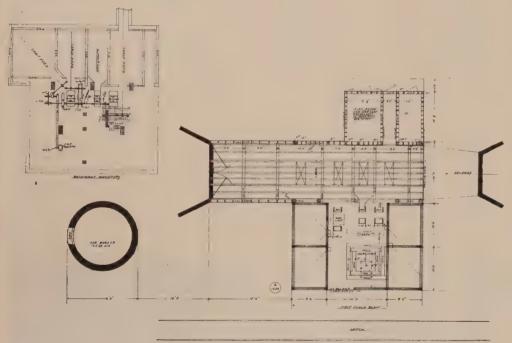
Bennett Taylor, Lafayette; O. M. Thomas, Marion; Hal Thompson, Kokomo; D. M. Trabue, Richmond; H. M. Unger, Frankfort; F. M. Vickery, Lapel; L. L. Wallace, Sheridan; V. E. Williams, Valparaiso; W. S. Wisehart, Millville; M. Worl, Kennard; H. C. Wise, Crete; Walter Whitecotton, New Ross; Floyd Wright, Lynnwood; W. W. Wilson, West Lafayette; E. E. Wolf, Greenfield; Fred Weeks, Ligonier; Ralph Wright, Ingalls; C. T. Wilson, Sulphur Springs.

Luncheon to the Presidents.

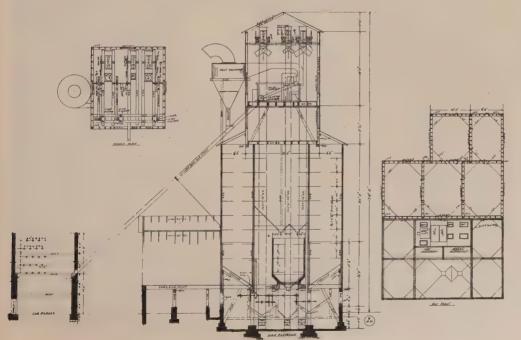
The luncheon tendered the ex-presidents by Pres. Walter M. Moore of Covington, Ind., was a very pleasant social event bringing together ten of the ex-presidents, all but four of whom are still in the grain business. There was Elmer Hutchinson of Arlington, who has turned over his grain business to his son and is now devoting all of his time to farming, but he still has a tender sympathy for the grain dealer and Elmer seldom misses a chance to attend an annual meeting; John Hazelrigg of Cambridge City who was the war-time president of the Association contents himself with handling field seeds for his district; Ed Wasmuth who was long in the grain business at Roanoke now makes his headquarters at Huntington where he specialized in the manufacture of cabinets; W. D. Foresman, formerly of La-Fayette is now devoting all of his time to the coal trade.

P. E. Goodrich of Winchester, Charles A. Ashpaugh of Frankfort, E. K. Sowash of Crown Point, Bennett Taylor of LaFayette and H. W. Reimann of Shelbyville are still actively engaged in the grain business.

Other living ex-presidents include E. A. Reynolds of Crawfordsville, who is deeper in the grain and seed business than ever; H. H. Deam, formerly of Bluffton, Ind., who is now looking after real estate interests in Gary, and E. H. Wolcott, the first president of the Association who was unable to attend, altho he was there in spirit and desire. All of those in attendance expressed delight with having been permitted to join with the ex-presidents and thanked President Moore for his thoughtful hospitality.



Basement and First Floor Plan of Springer & Brooks Elevator at New Lebanon, Ind.



Plan of Cupola, Side Elevation and Bin Plan, Springer & Brooks Elevator at New Lebanon, Ind. [See facing page.]

Insurance Notes.

SPRINGFIELD, ILL.—The personnel of the state fire marshal's office was cut Jan. 21 by Gov. Emmerson from 48 to 5, because he had learned that "a great number of employes were performing little, if any, service for the State." This branch of the state government is supported by a tax of one-fourth of one per cent in fire insurance premiums. By discharging the loafers the governor will save the public \$75,000 a year.

Defective Elevator Chimneys.

Just before closing the elevator at 6 p. m. smoke was seen coming out of the roof of the office of the elevator operated by C. A. Bunyan at Cosmos, Minn. Help came from the village and after chopping thru walls and ceiling the fire was put out with buckets and 5-gallon extinguishers.

After the fire it was found that altho the stovepipe went thru the wall in a good collar there were two studs flush against the pipe.

The chimney was on a bracket hung on the engine room side with a partition between engine

room and office.

At Bozeman, Mont., fire started in the attic of F. L. Benepe's plant at 9 p. m., and caused over \$600 loss. The chimney had been installed after the building was first constructed, leaving an air space the thickness of the studs, and it was in this air space that the fire started.

Chimneys not themselves defective sometimes cause fire by emitting large sparks, as was the case at Lansing, Mich., where the roof of the Isbell-Brown Co. and stock of beans was damaged at 8 a. m. to the extent of \$46. was put out with soda-acid extinguishers. The soft coal used for fuel in the boiler evidently had left much soot in the chimney which burned

Insurance on Stored Goods.

Policies of mutual and stock companies have a clause encouraging operators to carry coverage for the patrons of their warehouses, reading "for which they may be legally liable," and now the U. S. Circuit Court of Appeals has construed this clause rather strictly against the insured in a decision given Oct. 31, 1928, in the case of Skollet Co. Orient Irac. the case of Skellet Co. v. Orient Ins. Co.

The policy was in the terms prescribed by

the state statute, and read:

On merchandise and property of every description, not owned by the assured, for which they may be legally liable, all while contained in the ten-story, fireproof building, situate and being No. 247-253 Sixth avenue, South, Minneapolis, Minn.

Arbitrators found the loss to be \$37,000, and Skellet Co., who owned the warehouse, brought suit for the full amount of the policy, \$5,000, and got judgment in the lower court. This was reversed by the Court of Appeals, saying:

was reversed by the Court of Appeals, saying:
Concededly, Skellet Co.'s relation to the owners of the stored goods and its interest in them was such as entitled it to take out insurance for their protection. Any expression in an insurance contract signifying that intent and purpose is sufficient. To that end the clause "for which they may be legally liable" should have been omitted or there should have been a statement that the goods described were held in trust, or a similar expression of like import



can quickly consume your business, which has taken years to build up. Fire Barrels at strategic places throughout your elevator provide good protection against this menace.

Write for particulars relative to our better Fire Barrels and High Test Calcium Chloride which prevents freezing and evaporation.

Carbondale Fire Protection Co. Carbondale, Penn.

should have been used—and then there could be no doubt that the contract was made in the name of Skellet Co. for the benefit of the real owners. But the quoted clause, in the absence of "held in trust," etc., is the antithesis of any purpose of that kind, and there is no ambiguity. It is plain that the only subject insured was the legal liability of Skellet Co. for the stored goods.—28 Fed. Rep. (2d) 968.

Mill Mutuals Establish Office at Columbus O.

On January 1st, 1929, ten Mutual Fire Insurance Companies known as "The Mill Mutuals" group, established an office at Columbus, Ohio, to handle the business of Ohio and that part of West Virginia lying west of the mountains, to be known as the Ohio De-

partment of The Mill Mutuals.

The companies comprising the group are: Grain Dealers National Mutual Fire Insurance Co., Indianapolis, Ind.; Michigan Millers Mutual Fire Insurance Co., Lansing, Mich.; Millers Mutual Fire Insurance Co., Harrisburg, Penn.; Mutual Fire Insurance Co., Harrisburg, Penn.; Millers Mutual Fire Insurance Association, Alton, Ill.; The Millers Mutual Fire Insurance Co., Fort Worth, Tex.; Millers National Fire Insurance Co., Chicago, Ill.; Mill Owners Mutual Fire Insurance Co., Des Moines, Ia.; Ohio Millers Mutual Fire Insurance Co., Van Wert, O.; Pennsylvania Millers Mutual Fire Insurance Co., Wilkes-Barre, Penn.; The Western Millers Mutual Fire Insurance Co., Kansas City Mo City, Mo.
For some years work in Ohio has been car-

ried on largely through the individual efforts of the companies and the decision to operate jointly was reached because of the need for reduction in expenses to avoid duplication of

work in the field.

Management of the office was assumed by J. W. Huntington, formerly with the Grain Dealers Mutual Insurance Company and who at one time traveled the state of Ohio for J. W. McCord.

A. M. Sutherland will be associated in the office with Mr. Huntington. Mr. Sutherland was formerly connected with the Central Agency at Columbus which was merged with

Field men will be Le Roy Neal, formerly representing the Pennsylvania Millers Fire Insurance Co. of Wilkes-Barre, and the Millers Mutual Fire Insurance Co. of Harrisburg, H. F. De Land, L. S. Price and H. G. Pyle, formerly with the Grain Dealers Mutual Fire Insurance Co., and H. C. Hubbard, formerly with the Indiana Inspection Bureau.

A general line of insurance, including Automobile and Casualty, will be written in addition to the Mill and Elevator business, and the office promises to extend to the present policyholders the same services that they have become accustomed to from the individual com-

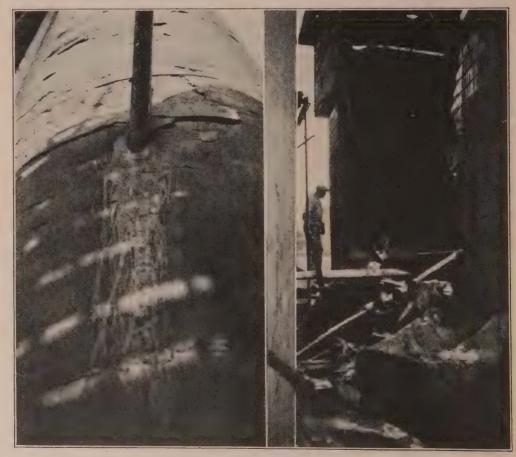
Concrete Elevator at Norfolk, Nebr., Damaged by Fire.

Photos are reproduced herewith of the recent fire at the 50,000 bu. plant of the Norfolk Grain Corp., Norfolk, Neb. This was a frame elevator located six feet north of a concrete elevator. The fire was confined to the frame building, but the intense heat damaged the concrete tanks as is shown in the engraving herewith. The wooden structure was razed. Fire did not enter the concrete building but smoke did and the grain it contained was damaged to the extent of \$350. Concrete tanks do not burn, but any combustible material inside concrete bins will burn and damage bins and contents.

The elevator was the property of the defunct Farmers Grain & Live Stock Co., by whom it

was built in 1918, and was being operated under lease by the Norfolk Grain Corp.

The Norfolk Grain Corp. was organized Oct.
15, 1922, under the laws of Delaware, to do a brokerage business. Robert Y. Smith, of Smith Brokerage Co., Kansas City, formerly associated with B. C. Christopher & Co., took over the management of the Norfolk Grain Corp., early in 1924, and on Apr. 1 of the same year, leased the properties of the Farmers Grain & Live Stock Co., for use in grain and feed merchandising.



Both Concrete and Wood Units of Norfolk, Neb., Elevator Damaged by Fire.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

ARKANSAS

Texarkana, Ark.—The McGregor Grain & Milling Co., which sold a car of its oats at Shreveport, La., after it had been refused here by the Temple-McCoy Grain Co., has taken a non-suit against the W. R. Ramage Brokerage & Commission Co., which handled the order, on a claim for \$400 difference in the price of the oats and expenses. The defense was that the oats were not of the quality ordered.

CALIFORNIA

Lamanda Park, Cal.—The Ambler Mill & Grain Co. is repairing its damaged wall scorched in a recent fire.

San Francisco, Cal.—The San Francisco Grain Trade Ass'n held its annual election Jan. 15 at which time the grain com'ite was selected from the following names: G. P. McNear, Juda Newman, R. Volmer, Otto Kettenbach and David L. McDaniel.

Oceanside, Cal.—The Preston Warehouse, containing several cars of barley and over 6,000 sacks of baby lima beans, burned early in the morning of Dec. 23. Loss, \$75,000; partly insured. The cause is believed to have been a short circuit in the wiring of the electric bean cleaning department.

San Francisco, Cal.—W. J. Burns, senior resident partner of Balfour, Guthrie & Co., and for 51 years manager of that company's interests on the Pacific Coast, has retired. In 1877 Mr. Burns went to Portland, Ore., as local manager of the firm, remaining there until six years ago when he came to San Francisco as general manager of the company's Pacific Coast business. His duties will be taken over by A. A. Bailey. Mr. Burns gave a farewell luncheon early in January to about 20 of the old employes and department heads of the company.

CANADA

New Westminster, B. C.—The lease of the new 1,000,000-bu, elevator here will be taken by a syndicate headed by Sam McClay of Vancouver.

Vancouver, B. C.—The Hall Grain Co., Ltd., incorporated; capital stock, \$100,000; grain brokers, dealers in flour, feed and agricultural products.

Ft. William, Ont.—That the Gillespie Elvtr. Co. contemplates the construction of a 250,000—bu. elevator here to replace the one burned last September, to cost about 5350,000, is denied.

Vancouver, B. C.—Additional storage to the public grain elevator of about 1,000,000 bus. is planned if the reported improvements to the port of Vancouver are carried out.

Winnipeg, Man,—Alexander Oscar McBean was married, about the middle of January, in Washington, D. C., to Miss Frances Hastell, daughter of Senator Hastell, deceased.

Vancouver, B. C.—W. Longworth is said to have been sentenced to three months in jail for receiving grain known to have been stolen from C. P. R. cars waiting to unload at an elevator.

Jenner, Alta.—H. W. Keay, a farmer, has a suit against the wheat pool to recover the deduction of 2 cents per bushel made for elevator building and operation, as his station was not provided with a pool elevator.

Vancouver, B. C.—In addition to the 5,000-barrel flour mill to be erected here by W. E. McGaw and A. Melville Dollar, as previously reported, it is planned to erect a 500,000-bu. elevator and to install a feed mill.

Silver Park, Sask—The Standard Elvtr. burned Jan. 10. Loss of burned grain, \$2,000; loss to elevator not estimated. The fire was caused by explosion of lantern carried by A. M. W. Leatham, buyer, who went into the pit to oil machinery.

Winnipeg, Man.—The following elevator companies have been amalgamated and now operate under the name of the Canadian Consolldated Grain Co., Ltd.: Canadian Elvtr. Co., Ltd., Dominion Elvtr. Co., Ltd., Empire Elvtr. Co., Ltd., Thunder Bay Terminal Elvtr. Co., Ltd. and Winnipeg Elvtr. Co., Ltd.

Vancouver, B. C.—The question as to whether additional storage bins shall be erected at the Alberta Wheat Pool Elvtr. No. 1. on Burrard Inlet, will be decided by the directors in February. As previously mentioned, the advisability of adding to the storage capacity of the elevator was considered when it was finished some time ago.

Saskatoon, Sask.—Farmers appearing before the Saskatchewan Royal Grain Commission here on Jan. 9 criticized the present official sample box and suggested that it be changed so that the samples of wheat can be deposited in it from each load without having to unlock the box each time. One witness said the present system is unworkable.

Ft. Churchill, Man.—The rails of the Hudson Bay Railway will be laid into Ft. Churchill this winter and should be completed as far as the bay next fall, according to Major Bell, deputy minister of railways for Canada. As soon as the railroad is finished to this point, supplies will be brot in for the erection of the huge grain elevator planned for Churchill. Work is now going forward on the terminal facilities.

Sarnia, Ont.—The contract for the construction of the second 2,000,000-bu. unit of the Sarnia Grain Elvtr. Co.'s elevator was let to the Fegles Construction Co. Jan. 17. The cost will be about \$550,000. The city of Sarnia pays \$400,000 and the company the balance on an agreement that the city is to be repaid from earnings. The elevator is to be completed in time for the opening of the 1929 shipping season.

Meaford, Ont.—A 1,000,000-bu. elevator and a flour mill of 300 barrels capacity are contemplated here if the needed harbor improvements are made. Industrial interests are said to be ready to spend \$700,000 on the enterprise. The town has voted authority to issue \$400,000 bonds toward the construction of the elevator, which it is estimated will cost about \$528,000, and will be owned and operated by the Canadian Terminals, Ltd.

Windsor, Ont.—The Michigan Central Railroad has announced its plans, thru Charles P. McTague, Windsor attorney for the railroad, for the construction of a \$3,000,000 grain elevator and a 5,000-bbl.-a-day flour mill in Windsor, in anticipation of the completion of the St. Lawrence waterway opening a passage between the Great Lakes and the Atlantic. The first unit of the elevator, which will cost \$1,250,000, is expected to be completed by July 15. Mr. McTague asked the Windsor Council to adopt a resolution affecting waterfront rights. Plans are also being considered for the dredging of the Detroit River channel to a depth of 35 feet in anticipation of the proposed waterways plan.

Winnipeg, Man.—The Western Grain Co., Ltd., has been organized, being the consolidation of the Western Elvtr. Co., State Elvtr. Co., Central Grain Co., Beaver Elvtr. Co., Spencer Grain Co. and the Western Terminal Elvtr. Co., Ltd. Pres., C. G. Spencer; vice-pres. and general mgr., D. C. MacLachlan; directors, C. I. Hall, Donald Morrison, Sr., Cumberland Reid, James Stewart, K. B. Stoddart, Frank B. Stoddart and A. H. Williamson. The management of the new company will be in the hands of the men who managed the individual companies in the past. The combined elevator capacity of the new concern will be 11,650,000 bus., and includes 280 country elevators, 62 coal sheds, annexes, etc. After present financing is completed, the outstanding capitalization of the new company will consist of \$3,000,000 first mortgage bonds, \$2,000,000 preferred shares and 200,000 common shares of no par value.

Castor, Alta,—The Home Elvtr. Co.'s plant and 30,000 bus. of grain burned recently; loss \$35,000, fully insured.

Port Arthur, Ont.—The 6,900,000-bu. elevator, known as No. 7 of the Saskatchewan Wheat Pool, went into operation recently.

COLORADO

Eagle, Colo.—Rush Harris, former traffic manager of the Eagle Flour Mills, a unit of the Colorado Milling & Elvtr. Co., has succeeded E. E. Emery as assistant manager of the Eagle Flour Mills, Mr. Emery having been retired by the company.

Denver, Colo.—H. G. Mundhenk, see'y of the Denver Grain Exchange, on Jan. 7 lost his father, Carl Mundhenk, by death caused by pneumonia. He was 92 years of age and had resided in Denver since 1879. He leaves three sons and two daughters, besides a number of grandchildren and great-grandchildren.

ILLINOIS

Buckingham, Ill.—The Quaker Oats Co. has bot the grain elevator here from Otto Gross.

Lovington, Ill.—We contemplate doing some repairing this spring.—Bowers Bros. Elvtr., Hal Bowers.

Galva, Ill.—The Quaker Oats Co. has bot the elevator here of W. Reynolds. Mr. Reynolds will be continued as local mgr.

Merna, Ill.—The Merna Grain Co. contemplates installing electric power to replace gasoline during March or April.—A. R. S.

Cairo, Ill.—A large number of tiles were blown off the walls of the Sutherland Flour Mill Co.'s mill in the windstorm of Jan. 18.

Davis Junction, Ill.—H. Lew Mathre is changing his power from gasoline to electricity, and expects the work to be completed by February.—A. R. S.

Walker, Ill.—J. F. Van Gundy took his son into the grain elevator business on the first of the year and will operate as J. F. Van Gundy & Son hereafter.

Alta, Ill.—Sumner Livingston's new elevator and feed mill here have been finished and are now in operation. Work was done by J. D. McClean & Co.

Champaign, Ill.—The grain trade of the Champaign territory had its monthly meeting and dinner at 7 o'clock Monday, Jan. 14, at the Inman Hotel in this city.

Streator, Ill.—The regular monthly meeting of the grain trade of the Streator territory was held at the Plumb Hotel on Jan. 24, dinner being served at 7 o'clock.

Chestnut, Ill.—The A. F. Downs Grain Co.'s elevator has been completed. The machinery equipment represents an outlay of \$5,000. J. D. McClean & Co. did the work.

Pana, Ill.—The regular monthly meeting of the grain trade of the Pana territory was held at the Hotel Francis here Monday, Jan. 14, dinner being served at 6:30 o'clock.

Cullom, Ill.—The Cullom Co-op. Grain Co. is considering the question of rebuilding the elevator burned last fall or of erecting a new one, but has come to no definite conclusion as yet.

Duncan, Ill.—The Miller & Graves Elvtr. is installing one of the new GE single phase totally enclosed fan cooled 5-h.p. motors and one 1½-h.p. motor. The Bacon Electric Co. is doing the work.

Cairo, Ill.—Ray Williams is now traffic manager and sec'y for the Ass'n of Commerce. His connection remains unchanged with the Board of Trade, for which he has been traffic manager for many years

Bonfield, Ill.—The Bonfield Grain & Lumber Co., E. N. Taylor, proprietor, is considering changing to electric power in the near future and making other improvements during the summer.—A. R. S.

Sidney, Iil.—The Rich & Blankenbaker Elvtr. office fire of Jan. 2, at 7 a. m., previously reported, is believed to have been caused by some explosive in a lump of coal in the stove. Loss, \$500; fully insured.

Graymont, Ill.—Peter G. Klein and Joseph Schultheis have leased the grain elevator here that was owned and operated for years by the Rogers Grain Co. They will engage in the general buying of grain from farmers.

Edinburg, Ill.—The Rink & Sheib Grain Co. has equipped its elevator with a McMillin Combination Wagon and Truck Dump, with a 2-h.p. motor and chain drive, and extended track to accommodate vehicles at several doors.

Chatsworth, Ill.—The monthly meeting of the grain trade of the Chatsworth territory will be held Jan. 29, dinner to be served at 7 p. m. in one of the churches, the meeting being held later in the Chamber of Commerce rooms.

East St. Louis, Ill.—The contract has been let by the Always-A-Head Mills, Inc., to the Humphries Contracting Co. for the erection of a six-story flour mill, 60x142 feet, with grain elevator of 40,000-bu. capacity, to cost about \$250.000.

Cairo, Ill.—At the annual meeting of the Board of Trade, held here during the third week of January, all of the old officers were re-elected, as follows: Pres., E. G. Pink; vice-pres., Clyde Stout; sec'y, Festus Barter; treas., L. H. Block.

Peoria, Ill.—James E. Bennett & Co.'s office here has been rearranged and a Trans-Lux ticker quotation machine installed. Direct stock quotations from New York are now afforded customers without the delay of any relaying thru Chicago.

Preemption, Ill.—A. R. Roberts, who had charge of the Christie Grain & Coal Co. business here for 20 years, died during the second week of January following a brief illness. He was 70 years of age. He leaves a widow and two children.—A. G. Torkelson.

Lexington, Ill.—The Kemp Grain Co. is building a frame, iron-clad, electric power feed mill with a two-story warehouse. Sprout, Waldron machinery is being used, including a 26-inch mill, one-ton mixer, crusher, etc. Cost of building and machinery will be about \$10,000.

Osbernville (R. F. D. Blue Mound p. o.), Ill.—We have recently installed a small electric light plant here from which we are lighting our elevator, feed house and office, and expect to wire our dwelling as soon as possible.—C. L. Scoggins, Mt. Auburn & Osbernville Grain Co.

Peoria, Ill.—The G. L. F. Elvtr., better known as the Burlington Elvtr., is having 16 totally enclosed, fan cooled, ball bearing, high torque G. E. Motors and Link-Belt Herringbone Speed Reducers installed by the Bacon Electric Co. This elevator was formerly operated by steam.

Peoria, Ill.—The Board of Trade recently celebrated the birthday of one of its former presidents, Philo B. Miles, senior member of P. B. & C. C. Miles. As an indication of the regard in which Mr. Miles is held, business was suspended, speeches made and a large bouquet presented to him.

Bloomington, Ill.—E. J. Feehery & Co. of Chicago will open a branch here, equipped with a private wire for quotations and market order service, about Feb. 10. Amos B. Means is to be in charge. Bloomington, being more centrally located, will have the business of the Chatsworth office consolidated therewith.

Peoria, Ill.—Nominations for officers of the Board of Trade have been made as follows: Pres., E. W. Sands; first vice-pres., B. E. Wrigley; second vice-pres., A. M. Courtwright; sec'y, John R. Lofgren; treas., William C. White. Board of directors: L. L. Grus, H. H. Dewey, Grant M. Miles, J. M. Van Nuys, E. R. Murphy, L. H. Murray, N. R. Moore, F. L. Wood, J. L. White and G. A. Peterson. Arbitration com'ite: H. F. Cazey, F. L. Barlow and Joseph L. Sheridan. According to custom, the nominees are the new officials.

Symerton, Ill.—A bill has been filed in the circuit court asking for an accounting of the finances of the Symerton Grain Co. by Pierce Carey of Wilmington, a director of the company, against Henry F. Flesner and R. A. Baskerville. Mr. Baskerville was manager of the company from 1919 to 1926. Mr. Flesner was the owner of the other grain elevator here which consolidated with the Symerton Grain Co. in 1925, and he is asked to deliver the property, assets and other documents, alleged to have been agreed upon in the consolidation.

CHICAGO NOTES

A Board of Trade membership sold for \$45,000 on Jan. 24. P. N. McGowen was the buyer and J. M. Hall the seller.

The Board of Trade membership of E. D. Bliss, one of the oldest active members on the Board, was sold recently for \$35,000 to Daniel Leonard.

E. J. Feehery of E. J. Feehery & Co., grain commission merchants, has applied for membership in the Chicago Curb Exchange.

A Board of Trade membership sold on Jan. 21 at \$42,500 net to the buyer, an advance of \$1,500 over the previous sale three days before.

Edward Lichtenberger, member of the Board of Trade, died Jan. 12 of pneumonia which followed an operation for appendicitis. He was 49 years old. His widow survives.

Alfred T. Martin, vice-pres. of the Bartlett Frazier Co. and one of the oldest Chicago grain traders, has retired, on account of ill health, after more than 40 years of activity.

Faroll Brothers, members of the Chicago Board of Trade, Chicago Stock Exchange and New York Stock Exchange, have moved their branch office to 114 West Monroe street, ground floor

R. C. Pierce, former mgr. of the Beach-Wickham Grain Co. at Ft. Dodge, Ia., has been transferred to the company's Chicago office where he assists in the supervision of branch offices. Mr. Pierce was formerly connected with the Armour Grain Co. as branch office mgr. for various points in the mid-west.

New officers elected at the annual meeting of the Cash Grain Ass'n of the Board of Trade, held Jan. 16, include: E. A. Doern, pres.; Howard Lipsey, vice-pres.; Geo. Swenson, sec'y. Directors: Kenneth B. Pierce, Alex Moore, Joe W. Badenoch, John E. Brennan, Lester Perrine, Louis A. Sayre and J. J. Coffman.

John A. Rodgers, member of the brokerage firm of Faroll Bros. and an operator on the Board of Trade for 30 years, died of heart disease on Jan. 21 as he was inspecting the new office his firm has just opened in Monroe street. He was 58 years old. He is survived by a widow and five children, one son, John A. Rodgers, Jr., being also a member of the Board of Trade.

Board of Trade assets are \$3,039,681, with a fund available for the retirement of memberships, according to Charles V. Essroger, treas and chairman of the new building fund com'ite. Nearly 40,000 more cars of grain were handled by the board's weighing and custodian departments in 1928 than in 1927, there being 221,685 cars in 1928 and 184,868 in 1927. The same departments weighed more than 36,000,000 bus. of grain brot to Chicago and taken away by lake boats.

Luther S. Dickey, for many years an active member of the Board of Trade, recently became a partner in the firm of Thomson & McKinnon of New York, Chicago and Indianapolis, and will represent them on the New York Stock Exchange together with Arthur Delaney, who went from the Chicago wheat pit to the New York Stock Exchange as a partner in Thomson & McKinnon 20 years ago. Mr. Dickey's election to membership in the New York Stock Exchange (of which he is a former member) is expected to take place on Feb. 1. He will continue to maintain his home in Chicago.

F. B. Hitchcock of Hitchcock & Co., bond and investment securities house, on Jan. 11 bot the Board of Trade membership of Allen Logan for \$35,000. J. W. Moore's membership was bot at the same price for a member of A. G. Becker & Co. Arthur W. Stone's membership sold at \$33,500. Another membership was offered at \$40,000. On Jan. 15 C. C. Crowell of Omaha and Ralph Ballou of Chicago sold their memberships at \$39,500 each, and on Jan. 17 a membership was sold at \$41,000 net to the buyer. John L. Patten, son of James A. Patten, deceased, recently sold his seat and has applied again for membership. He will take that of his father.

R. C. Jordan, who has an enviable host of friends among the grain trade, is now in Florida recuperating from an extended illness. Advices from his office indicate he is expected to return to his desk during the latter half of February. For years Mr. Jordan was superintendent of the Illinois Central Grain Elevator at New Orleans, La., and in that capacity attended many of the conventions of the Grain Dealers National Ass'n. His wide and pleasant acquaintanceship with grain dealers was further extended while serving the railroad in the commercial department as general agent in charge of export grain and flour. Along in April of last year Mr. Jordan's health forced him to take a rest. His condition has so improved the grain trade will welcome his return.

With the straightening of the south branch of the Chicago River to open streets and reclaim valuable near-loop property, Chicago's grain storage capacity is to be affected. Rock Island Elevator "A." with 800,000 bus. capacity, will not have water shipping facilities after the river is straightened, and consequently cannot longer be classed as a "public storage house." Costing too much to move to the newly made river front, the terminal will probably be converted or be torn down. However, with little alteration the plant would make a splendid property for the manufacture of some grain products, feeds, soy bean meal, or the handling of seeds, etc. The Rosenbaum Grain Corporation operates this house, among several others.

The Drum and Bugle Corps of the Board of Trade Post No. 304, American Legion, is giving its annual jubilee-banquet at the Elks Club on Jan. 29. All members of the Board of Trade are invited, tickets \$1.50. President Arnot and E. J. Dies are slated to speak. Col. T. A. Siqueland, commander of the allied international department at Copenhagen during the war, will divulge some of the secrets of how his staff brot about mutiny amid the German navy. Actual government movies of a German submarine in action will also be shown. Talent among members of the Post will be displayed. Ralph Carlson, wheat pit broker, noted composer of songs, will be followed by Joe Gerrity, popular radio singer. Al Smith has a monologue down pat that will interest all his male listeners. Hal Stuart will play his musical saw. The festivities start at 6:30. These affairs have always been talked about for months after they occur, so a large attendance is anticipated.

INDIANA

Shelbyville, Ind.—The G. W. Kennedy Milling Co. will be dissolved.

Indianapolis, Ind.—H. J. Berry of the Berry Grain Co. is recuperating at San Antonio, Tex.

Haubstadt, Ind.—Martin Schaefer of the Ziliak & Schaefer Milling Co. died recently at the age of 82.

Hoagland, Ind.—A 60-h.p. motor has been installed by the Farmers Co-op. Co. to drive the hammer mill.—L.

Berne, Ind.—The Berne Hay & Grain Co. has installed a J. B. Hammer Mill with direct connected motor.—L.

Edgerton, Ind.—The Edgerton Grain & Coal Co. has installed standard electric light equipment in its elevator.—L.

Crawfordsville, Ind.—The Busenbark Grain Co. has been admitted to membership in the Indiana Grain Dealers Ass'n.

Atlanta, Ind.—We have just installed a J. B. Hammer Mill in our plant. We drive it with a 50-h.p. motor.—G. G. Davis.

Stevens Station (Newburgh p. o.), Ind.—Unfried's grain elevator will have a number of improvements installed this year.

Markle, Ind.—F. E. Shumack, associated for years with D. Lesh in the grain elevator here, died recently of heart trouble.—L.

Griffin, Ind.—A crib about 65 feet east of Prices Elvtr. & Grain Co.'s elevator burned Jan. 13 at 11 p. m. No damage to elevator.

Forest, Ind.—The Sellars Grain Co. intends to install antifriction bearings on all cupola line shafting, elevator heads, cleaner, etc., and add 20 h.p.

Taylorsville, Ind.—Frank B. Richards has installed a McMillin Combination Wagon and Truck Dump in his elevator, to be driven with a belt.

Mishawaka, Ind.—W. M. Hass of South Bend has bot out the Mishawaka Farmers Grain & Coal Co. here. The management has not been changed.

Sidney, Ind.—D. E. Andrews has opened a feed grinding mill. Since the elevator burned here several years ago there has been no feed mill here.

Treaty, Ind.—The Farmers Co-op. Co. is installing a combined crusher and feeder for its hammer mill, furnished by the Sidney Grain Machinery Co.

Edwardsport, Ind.—The Edwardsport Mill, owned by Joseph Baker and operated by Penney Baker, burned on the night of Jan. 10. The mill was 80 years old and within the last two years had been repaired and was doing a good business.

Fountain (Veedersburg p. o.), Ind.—W. E. Rooker, formerly of Redkey, Ind., has been made manager of the grain elevator of the Farmers Milling & Elvtr. Co.

Newburg, Ind.—Charles Brazius has installed a Gruendler Ball Bearing Hammer Mill in his feed mill. It is electrically driven by an Allis Enclosed Type Motor.—H. H. H.

Redkey, Ind.—The Goodrich Bros. Co. has bot the Adamson & Kemper elevator and will operate it as the Redkey Grain Co., under the management of LeRoy Kemper.

Blaine (Redkey p. o.), Ind.—The Goodrich Bros. Co. has bot the Adamson & Kemper elevator and will operate it as the Blaine Grain Co. LeRoy Kemper will be manager.

Lincoln, Ind.—The Lincoln Elvtr. Co. has built standard motor enclosures for all motors in its plant. It also contemplates erecting a cob house detached from main building.

Hartford City, Ind.—The Knecht Milling Co. recently put a magnetic separator on its Gruendler Hammer Mill and installed a Haines Vertical Feed Mixer.—Francis Knecht, Knecht Milling Co.

Palmyra, Ind.—The mill of the Palmyra Milling Co. burned at 9:30 p. m. on Jan. 12. Loss, \$36,000; about half covered by insurance. The building was a two-story frame structure. The flour, grain and feed were all a total loss.

Grandview, Ind.—The Rockport Milling Co.'s warehouse, Daniel Kopp of Rockport, owner, burned at 7 p. m. on Jan. 7. Loss, \$6,500, covered by insurance. The fire was caused by a defective flue in a dwelling 15 feet away.

Charlottesville, Ind.—The P. C. C. & St. Louis Railway Co. has sought thru court to have land owned by the Reeves Elvtr. Co. condemned so that the railroad can obtain a right-of-way to double track its line between Richmond and Indianapolis.

Hamlet, Ind.—The Myers & Patty (operated as the Hamlet Grain & Feed Co.) office was broken into on Jan. 18 and the office safe, containing all the records and books but not much cash, was removed. No trace has been found of the robbers.

Remington, Ind.—Claude A. Hedworth of Evans & Hedworth was recently struck by a Milwaukee train at a railroad crossing near Sheldon, Ill. His car was completely wrecked and both he and his father-in-law, who was with him, spent several weeks in a hospital.

Lebanon, Ind.—The Lebanon Grain Co., recently incorporated, has bot the Boone Grain & Supply Co.'s elevator. John Herr will be the local manager, with Ben Herr assistant. It is planned to tear down the old elevator and erect a modern hammer grinding mill and feed house.

Frankfort, Ind.—A new sheller equipped with roller bearings, and a new basement line shaft set in anti-friction bearings have recently been installed by the Clinton County Farmers Co-op. Co. Last fall a new office and a new stock sales pavilion were built and has proved a profitable side line.

Pleasant Ridge, Ind.—The W. C. Babcock Grain Co. is building a 20,000-bu. elevator with a 10,000-bu. crib adjoining on the Monon. It will be equipped with two legs with 18x8x7 buckets, 12-inch loading spout, a 20-ton truck and wagon scale, 10x20 semi-diesel engine, Mc-Millin Truck Dump and manlift.

Terre Haute, Ind.—The 1,250,000-bu. elevator formerly operated by the Paul Kuhn Grain Co. until Mr. Kuhn's death last June, was to have been taken over by the Leeson Grain Co. of Buffalo, N. Y., on Jan. 1, but the deal fell thru and the Leeson Co. is reported to have stated that no further effort would be made to open the elevator.

Petersburg, Ind.—Robert O. Elkins, stock dealer, has filed a suit against the estate of Clyde Jackson, a grain and elevator woman who died here several months ago, asking judgment in the sum of \$5,400 on a note which he alleges Miss Jackson gave him about a year before her death for money he advanced her while she was engaged in the grain business.

Swayzee, Ind.—The Swayzee Grain Co. has been incorporated by Jno. D. Kiefer of Elwood, Walter Lavengood and Mrs. Walter Lavengood, and have moved the Kiefer Elevator from Rich, a distance of 4½ miles. The elevator is being overhauled and equipped with new scales, a McMillin Dump, a Gruendler Mill and 4 G. E. Motors. Walter Lavengood will be manager of the elevator.

Evansville, Ind.—The Northwestern Terminal Co, has bot the former site of the Evansville Grain Co.'s holdings for \$20,000. More than two acres were purchased.

Washington, Ind.—The first car of oats to move from the recently completed 120,000-bu. reinforced concrete elevator of the Graham Farms, known as the Graham Farms Elevator, was recently received by Lew Hill at Indianapolis. This elevator was built to serve the immense farm properties of the Graham Bros., manufacturers of automobiles, and includes 15,000 bus. storage for ear corn. The elevator is in charge of O. M. Albright who recently sent in his membership in the Indiana Grain Dealers Ass'n.

IOWA

Schaller, Ia.—John Voss died from pneumonia recently.

Lorah, Ia.—A. L. Burnham has bot the Gund-Sein Elvtr. here.

Meriden, Ia.—Ray Miner is the new manager of the Farmers Elvtr. Co. here.

Cartersville, Ia.—The Cartersville Supply Co. has bot the Nye & Jenks Grain Co.'s elevator.

Scranton, Ia.—We will install a 20-ton Fairbanks Scale with type registering beam.—Sam Stewart.

Brayton, Ia.—A. L. Burnham is the new owner of the Gund-Sein Elvtr. H. M. Jensen will manage it.

Clarion, Ia.—The office of the Farmers Elvtr. Co. was entered recently by means of a skeleton key, and the radio stolen.

Exira, Ia.—A. L. Burnham has purchased the elevator here formerly owned by the Gund-Sein Co., and will manage it himself.

Sioux City, Ia.—Permit has been issued for putting a \$3,000 grain drier in J. J. Mullaney's mill and elevator leased from the C. & N. W. B. B.

Sioux City, Ia.—Ted Prescott of Eales & Prescott has been carrying his arm in a sling lately, the result of breaking it while skating.—Art.

Churdan, Ia.—G. W. Ruth was recently reelected mgr. of the Farmers Co-op. Elvtr. Co. here, making his eighth year in that position. —A. T.

Cedar Rapids, Ia.—The engagement of E. H. Muzzy, superintendent of the Quaker Oats Co. here, to Miss Margaret H. Dows has been announced.

Newhall, Ia.—Otto Kaerberle has bought the grain elevator at this place from Mrs. E. E. Stedman, having operated it for the owner for 18 years

Hampton, Ia.—F. G. Luke, for a number of years auditor for the Farmers Grain Dealers Ass'n of Iowa, died recently from a stroke of apoplexy.—A.

Wilton, Ia.—Charles W. Norton has taken over the management of the elevator here which has been operated for ten years by Herman Jipp.

Central City, Ia.—The Farmers Elvtr. Co. is increasing its grinding capacity with the installation of a 24-inch Munson Attrition Mill by F. J. Conrad.

Crown (Leon p. o.), Ia.—There is no elevator at the present time at Crown nor has there been one for several years. The Talbot Grain Co. is not known here.

Griswold, Ia.—J. Harris, manager of the Griswold Co-operative Elvtr. Co. here, died Jan. 21 of double pneumonia.—Bill Watson, Lucke-Gibbs Grain Co., Omaha.

Marshalltown, Ia.—Joseph Visek, who represented the Carhart-Code-Harwood Co., grain, of Chicago, in Iowa, died at his home here on Jan. 1. from heart trouble.

Hamburg, Ia.—Grain damaged in the Wert Reid's elevator fire of Dec. 24, previously reported, amounted to about 3,000 bus. of corn and 300 bus. of wheat.—Frank M. Ward.

Pierson, Ia.—We are dissolving partnership as we sold our elevator last August. I am going into the garage and automobile business and Mr. Marr is retiring.—W. E. Young of Marr & Young.

Delta, Ia.—G. Jellum of Osage, Ia., has bot the interests of J. P. Bowen who has conducted the Bowen Elvtr. & Milling Co. for several years, and will take possession about March 1. —Art Torkelson. Des Moines, Ia.—Work has already started on the construction of the ten grain storage bins being erected by the Inland Milling Co. The total capacity will be 130,000 bus. The work will be completed about March 15.

Winterset, Ia.—M. Young & Co. are installing a 30-inch Munson Attrition Mill furnished by F. J. Conrad, with two 40-h.p. direct-connected motors to treble the grinding capacity of the 24-inch Munson Mill which this new equipment replaces.

Remsen, Ia.—At the eighteenth annual meeting of the Farmers Co-op. Co., held Jan. 12, Mgr. G. A. Null reported total gross sales amounting to \$141,915.57 for 1928, or a net profit of \$2,765.22. A total of 127,985 bus. of grain was handled.—A. T.

Wheatland, Ia.—The Nelson Elvtr. & Grain Co.'s plant has been bot by C. E. and M. G. Messel of Muscatine. The former was the owner of the Pure Mill flour mill of Muscatine, and the latter has been connected with the B. A. Eckhart Milling Co. of Chicago.

Boyden, Ia.—To increase their grinding capacity the Farmers Co-op. Ass'n of Boyden are installing a new 30-inch Munson Attrition Mill with two direct-connected 50-h.p. G. E. Motors to replace their old 30-inch Munson Mill with two 40-h.p. motors furnished by F. J. Conrad.

Zearing, Ia.—We took over the F. A. Haase Elvtr., grain, coal, feed and farm implement business, Dec. 1. My son, A. D. Vorhes, who has been city salesman for the Century Lumber Co. in Des Moines since I went out of the grain and lumber business at Liscomb, Ia., is with me and we will operate under the name of B. F. Vorhes & Son.—B. F. Vorhes.

KANSAS

Moundridge, Kan.—New automatic scales have recently been installed by the Moundridge Milling Co.

Webber, Kan.—The loss in the Scoular-Bishop Co.'s elevator fire of Dec. 23 has been estimated at \$15,000.

Oswego, Kan.—Merton Karns has leased the elevator at this place, previously reported as the Oswego Mills.

Salina, Kan.—Paul Bailey, mgr. of the John Hayes Grain Co., recently lost his father, who resided at Eureka Springs, Ark.

Overbrook, Kan.—John McClune, formerly of Garnett, Kan., has bot the Doddridge Elvtr. here and is making some repairs on it.

Lakin, Kan.—V. A. Fritts has succeeded Carl Barchet as manager of the Equity Elvtr. here. Mr. Barchet has been manager for nine years.

Hoxie, Kan.—R. H. Armstrong of Salina has taken over the Robinson Milling Co.'s elevator here. He succeeded Mr. Weakley who resigned recently.

Sylvan Grove, Kan.—B. F. Foster, for the last 30 years engaged in the grain and feed business here, has retired and has rented his building for a garage.

Newton, Kan.—The Consolidated Flour Mills Co. has installed a motor for the grain cleaning and handling department and made other changes recently.

Silver Lake, Kan.—The Merillat Bros. grain elevator burned on Dec. 30 early in the morning. It had only been built a year or two. It will be rebuilt at once.

Topeka, Kan.—The corn milling plant of Forbes Bros. Central Mills burned at 4 a. m. on Jan. 12. Loss total, except office. Fire started in the elevator.

Penalosa, Kan.—Lee Wooldridge will assist in the management of the elevator and grain business here from Feb. 1. He was engaged in the grain business several years ago.

McPherson, Kan.—Fire, caused by a salamander used to keep the concrete from freezing, on Jan. 5 damaged the elevator being erected for the Wall-Rogalsky Milling Co.

Salina, Kan.—The Board of Trade contemplates taking new quarters in the new United Life Insurance Building to be erected at the corner of Seventh and Iron streets, occupying the top floor.

Salina, Kan.—David Lorenz has been promoted to the position of manager of the Shellabarger Terminal Elvtr. Co. He formerly had charge of the country elevators of the Shellabarger Mill & Elvtr. Co. and is succeeded in that position by A. D. Richter.

Len Howard is opening a grain business to include Brenner, Doniphan, Troy Junction and Fanning, Kan., on the Burlington road. He will build a small elevator at Brenner and will use an elevator at Doniphan which has been unused for several years.—P. J. P.

Harper, Kan .- The Imperial Flour Mills Co. has let the contract for the erection of four the tanks having a combined capacity of 150,000 bus., to the McDowell Constructo. May 1 is the date set for the completion of the work.

Arlington, Kan.—A reorganization of Co-op. Exchange Elvtr. Co. has been eff. R. M. Taylor, a local banker, was app trustee. The stockholders raised \$6,000 has been effected appointed trustee. The stockholders raised \$6,000 as a loan to liquidate indebtedness. John Kuhns is the new pres. and R. M. Taylor, sec'y.

KENTUCKY

Morganfield, Ky.—A. C. Hancock's grain eleator and grocery store burned Jan. 12. Loss, \$50,000; partly insured.

Marion, Ky.—Marion Milling Co. incorporated; capital stock, \$20,000; incorporators: John L. Flanary, W. M. Nunn and R. I. Nunn.

Lancaster, Ky.-Hudson & Farnau, Inc., incorporated; capital stock, \$20,000; incorporators: William Barnett, W. A. Farnau, Hattie H. Barnett. William Barnett was formerly manager of the Cogar Grain & Coal Co. of Harrodsburg,

LOUISIANA

New Orleans, La.—David Burkenroad, member of the Board of Trade and pres. of the Universal Import Co., died during the second week of January, age 59 years.

New Orleans, La.—Andrew J. Keller is now connected with J. S. Waterman & Co., Inc., as assistant manager of the hay, grain and feed department. He was formerly with Benham & Co., Inc., flour, grain and feed.

New Orleans, La.—All weighing of grain passing thru the public grain elevator here, done heretofore by employes of the Board of Trade grain department, will hereafter be done by the operating force of the elevator and charges heretofore assessed eliminated.—P. J. P.

New Orleans, La.-The Board of Trade has elected W. L. Richeson, pres.; James Thomas, first vice-pres.; J. S. Cave, second vice-pres., and E. S. Binnings, third vice-pres. Board of directors, for one-year term: J. S. Waterman, directors, for one-year term: J. S. Waterman, W. B. Sierra, R. A. Stiegler, Albert Artigues, C. Frantz, H. B. McCloskey, W. B. Fox, Charles Collins, Jacob Bloom, N. O. Pedrick, Paul A. Best, G. P. Gaienne, J. F. Flourney and Vic Schaffenburg.

MARYLAND BALTIMORE LETTER.

A. E. Bowman, grain, flour and feed mer-chant of Hagerstown, Md., has applied for membership on the Chamber of Commerce.

John J. Snyder, connected with Robinson & Jackson, grain, for a number of years, has retired and will take a rest for the sake of his

The mother of A. Leslie Lewis, a member of the Chamber of Commerce executive com'ite, died at her home here on Jan. 2, at the age of 86 years.

Owen P. Owings has severed his connection as licensed grain inspector for the Chamber of Commerce to take a position as bond salesman for Mackubbin, Goodrich & Co.

The Baltimore Chamber of Commerce will hold its annual election of directors on Jan. 28, five directors to serve for three years whose names have previously been given. It will be necessary also to elect a new president, as Gen. Henry M. Warfield has served two years as president and three years as director, and under the rules must automatically retire.

MICHIGAN

Kinde, Mich.-The Farmers Co-op. Grain Co. installing a Sidney Manlift.

McBain, Mich .- The McBain Grain Co.'s plant was slightly damaged by fire on Jan. 13, caused by an overheated stove.

Midland, Mich.—The W. E. Laur & Son Elvtr. was robbed of beans valued at \$400 on Jan. 6. Entrance was gained thru a window.

Battle Creek Mich - The rear of the Carpenter Grain & Milling Co. building burned at 5 a. m., Jan. 5. Loss, \$35,000; \$10,000 on grain and feed and \$25,000 on building.

Yale, Mich.—The Eastern Michigan Bean Ass'n held its January meeting in the Paisley Hotel on Jan. 17. Dinner was served at 7 o'clock. Lloyd Wolfe of Sandusky presided.

Bronson, Mich.—The Bronson Co-op. Co. is installing a Hocking Valley Hammer Mill, Sidney Corn Sheller, cleaner and other machinery, the Sidney Grain Machinery Co. having the con-

Marine City, Mich.-The flour mill three miles north of this city, owned and operated by G. E. Woolf, burned at 8 p. m., Jan. 12. Loss, \$16,000; partly insured. Several hundred bushels of grain were destroyed.

Coopersville, Migh.—The Charles R. Parish by the McCrumb Co. of Grand Rapids, whole-sale dealers and brokers in feed and grain, thru the Michigan Trust Co., receiver for the Parish business, Hereafter the plant will known as the Peoples Mill & Elytr. Co. Parish will remain as local manager of the mill. A sidetrack will be built as soon as weather permits to allow shipping by carload lots. Wheat will be bot as soon as facilities for handling it are available.

MINNESOTA

Foxhome, Minn.—Bert Johnson is mgr. of the Cargill Elvtr. Co.'s elevator here.

Wylie, Minn.—We did not buy the Hansen Barzen elevator here.—Wylie Co-op. Elvtr.

Cokato, Minn.—The Cokato Grain & Market Co.'s new flour and feed mill is nearly com-

Evan, Minn.-The Hoover Grain Co.'s elevator damaged by fire recently, caused by engine backfire.

Dalton, Minn.—Fred Nelson has taken the management of the Farmers Elvtr, here, suchere, succeeding Ole Nelson who moved to Sebeka.

Blackduck, Minn.-A feed grinder, warehouse and scales will be installed by the Blackduck Grain Co. in addition to the elevator previously

Duluth, Minn.—The Itasca Elvtr. Co., leasing plant from the Chicago & North Railroad, may have a new modern elevator in

Wabasso, Minn.-The new mgr.'s name here is Irvin A. Hoag. He came from Britton, S. D., taking over the management here Nov. 15.— Lars Grain & Fuel Co.

Silver Lake, Minn.—The elevator of the Equity Co-op. Exchange closed down here Dec. 31. Silver Lake now has but one elevator, owned and operated by the Victoria Elvtr. Co.

Thief River Falls, Minn.—The Math Barzen Co. flour mill, which has been idle for two years, will resume operation. A test run of 14,000 bus, will be made and if results are satisfactory the mill will continue in operation until June at least.

Paul, Minn.-The Farmers Union has leased the recently completed grain warehouse on the Mississippi River from the city of St. Paul. Also the Union will acquire the Equity Co-op. Exchange Elvtr. adjoining the warehouse, from the receivers of that concern.

Duluth, Minn .- The Board of Trade Clearing House Ass'n has elected officers as follows for the ensuing year: Pres., B. J. Stockman; vice-pres., G. H. Spencer; sec'y-mgr., George Foster; assistant sec'y-mgr., S. W. Paine; directors, B. J. Stockman, O. E. Martin, G. H. Spencer, W. J. McCabe, J. W. Galvin, G. G. Barnum, H. S. Newell.

Duluth, Minn.—The following officers have been elected for the Board of Trade: Pres., H. S. Newell; vice-pres., C. C. Blair. Directors for three-year terms, George Barnum, Jr., Ely Salyards, G. H. Spencer. Board of Arbitration: F. P. Heffelfinger, M. M. McCabe, E. A. Vivian. Board of Appeals: Thomas Gibson, F. E. Lindahl, T. F. McCarthy, W. I. Stanger, H. A. Starkey.

MINNEAPOLIS LETTER.

Samuel C. Milliman died Jan. 10 after a long illness. He was 74 years old and had been an employe of the state grain inspection department since 1897.

Smith Mill & Elvtr. Co. incorporated; capital stock, \$50,000; incorporators, B. L. Smith, R. T. Smith, Arthur W. Leder.

Transfer of membership in the Chamber of Commerce from B. V. Loosemore to Ray R. Ebmer has been requested.

W. A. Maney, pres. and treas. of the Maney Bros. Mill & Elvtr. Co., was married recently to Miss May Handstad of this city.

The new Minneapolis office of Patton-Kjose Co., Inc., in the new Chamber of Commerce Building is in charge of C. E. Carlston.

Ed Russell has taken a position with the Hallet & Carey Co. He has been with the Froedtert Grain & Malting Co. for several years.

Louis N. Ritten has given up his membership in the Chamber of Commerce and A. B. Hess-burg has requested transfer of membership to

We have installed a dry type sprinkler system in our mill. It saves us \$1,400 per year on premiums, and the saving in premiums for three years pays for this system. It is a good investment.—Maney Bros. Mill & Elvtr. Co.

The Archer - Daniels - Midland Co. general offices were moved recently to the Roanoke Building. Larger space will be occupied in the new quarters where the company's offices have been arranged for on the sixth floor of the new-ly constructed building.

The Chamber of Commerce voted on Jan. 15 to establish a stock exchange for handling stocks and securities, 442 out of the 550 members voting, 309 voting for and 133 against it. A special meeting of the board of directors was held Jan. 18 to appoint a com'ite on securities which will be in charge of the arrangements for this new department.

MISSOURI

Slater, Mo.—John Riederer, pres. of the Slater Mill & Elvtr. Co., was married on Jan. 2 to Miss Vera Hoffman of Kansas City.

St. Joseph, Mo.-New members of the Grain Exchange are Arthur Lukens, on transfer from David Lukens, deceased, and A. C. Van Vliet, associate membership, from L. D. W. Van Vliet.

St. Joseph, Mo.—E. M. Loutch was elected pres. of the Grain Exchange and William M. pres. of the Grain Exchange and William M. Clark, vice-pres. at the annual election held Jan. 8. The new two-year term directors are Ashby Woodson, G. F. Stewart, R. G. Wheaton, F. J. Watts and C. A. Geiger, and the one-year is Fred Frederick. The holdover directors are C. L. Scholl, R. N. Boyer, R. E. Wiese and H. C. Cherger, B. J. F. Gregory .- P. J. P.

KANSAS CITY LETTER.

S. C. Odell has applied for membership in the Board of Trade on transfer from R. T. Browne.

Julian Scott of the Uhlmann Grain Co. will be married to Miss Agnes Anderson during Jan-

Members of the Board of Trade will vote on Jan, 28 on an amendment to the rules which will prohibit members from making sales of grain thru a resident non-member broker.

Gunnard Johnson of Wolcott & Lincoln, has put in an application for membership on the Kansas City Board of Trade on transfer from the late C. V. Fisher. The membership sold for \$8,500.

The Board of Trade announced on Jan. 16 that it would establish a securities trading department soon, to operate as a stock exchange, listing local and outside stocks and bonds. Part of the Grain Exchange trading floor will be used for this purpose.

The Greater Kansas City market now has elevator space for 41,155,000 bus. of grain, compared with 40,832,000 in 1927 and 37,532,500 in 1926. The capacity includes 24,425,000 bus. in elevators registered with the Board of Trade and thru which deliveries on contracts can be made, 7,615,000 bus. in private elevators and 9,115,000 in mill storage.

The appeals com'ite of the Board of Trade The appeals com'ite of the Board of Trade to serve for the coming year is composed of B. L. Hargis, chairman; W. G. Hoover, R. J. Thresher, C. M. Hardenbergh and N. E. Carpenter. W. R. Scott has been reappointed sec'y and transportation commissioner; E. D. Bigelow, assistant to the pres.; C. W. Pershing, assistant sec'y; H. F. Hall, treas.; J. E. Rahm, assistant treas.; James Russell, chief sampler.

E. H. Sullivan Grain Co., Inc., incorporated; capital stock, \$100,000; incorporators, E. H. Sullivan and others.—P. J. P.

Regarding the contemplated additional storage on the Alton Elvtr., the preliminary work has started but on account of weather conditions actual construction will not begin until about the first of March, and the elevator will be ready for use June 1, in time for 1929 grain crops. This addition when completed will make the total capacity of the plant approximately 1,000,000 bus. The contract for the work has been awarded to Chalmers & Borton.—Wolcott & Lincoln, Inc.

Drafting of plans has already been started for the \$1,000,000 elevator of 2,000,000 bus, capacity to be constructed by Woods Bros. Corporation. As soon as negotiations for the site have been completed by the city, Woods Bros. will start negotiations for a long-term lease on the old levee tract on which they now hold a 30-year lease and which is their choice for a site. The city has already voted favorably on a \$500,000 bond issue. Woods Bros. have announced that by the spring of 1930 they would have all preparations made for starting the construction of the elevator.

Wheat storage to the amount of 1,500,000 bus. will be added to the 3,200-bbl. mill of the Kansas Flour Mills Corp. in North Kansas City by Flour Mills of America, Inc., which also owns another plant here, the Bulte Mills. When the addition is completed the total wheat storage capacity of the company in North Kansas City will be 2,750,000 bus. The mill was erected for two units, each having a capacity of 3,200 barrels, but only one unit has been installed. The elevator will cost between \$400,000 and \$450,000 and is to be completed by June 15. It will be erected immediately adjoining the present elevator. The contract has already been let. A separate corporation has been formed to take title to the new property. It is called the Kansas Flour Mills Elvtr. Co. and is officered by Thad L. Hoffman, A. T. B. Dunn and W. R. Duerr.

ST. LOUIS LETTER.

H. A. Stotler, Stotler Grain Co., Streator, Ill., has applied for membership in the Merchants Exchange.

J. Frank Vincent, a former member of the board of directors of the Merchants Exchange, died on Dec. 18 at Alhambra, Cal.

The Exchange now numbers 489 memberships, death and redemption having reduced the number by 12 during the past year. The annual assessment is still \$185 and the transfer fee \$\frac{4150}{2150}\$

The grain com'ite of the Merchants Exchange for the coming year is composed of W. J. Niergarth, chairman; Aderton Samuel, vice-chairman; P. M. Marshall, M. R. Parrott, J. C. Burks, O. H. Schwarz and P. C. Knowlton.

The equipment for making protein tests of wheat and flour in the laboratory of the Merchants Exchange has been installed and is now ready for business, according to L. F. Schultz, chairman of the com'ite in charge of that department.

Frederick B. Chamberlain, retiring pres. of the Merchants Exchange, was presented with a silver water pitcher by the officers and directors at the Jan. 4 meeting of the board. Mr. Chamberlain will be continued as a director for the coming year.

W. R. Crispin has left the employ of the Wooldridge Commission Co. to accept a position with the United States Department of Agriculture at Kansas City. Fellow members of the St. Louis Merchants Exchange gave Mr. Crispin a handsome wrist watch as a farewell gift.

The com'ite of appeals of the Merchants Exchange has been appointed as follows: H. A. Adam, J. J. Albrecht, Elsor Heator, W. E. Hotchkiss, P. C. Knowlton, O. H. Schwarz, E. W. Seele, M. E. Toberman, C. H. Williamson. The arbitration com'ite is as follows: C. B. Dreyer, F. H. Barkley, J. G. Mathews, T. B. Norton, T. M. Scott.

George H. Plant, a veteran of the milling industry, died Jan. 19 at the age of 81. He was a former pres. of the George P. Plant Milling Co. of St. Louis. He was the second generation of the Plant family in the milling business. Mr. Plant was an active member of the Merchants Exchange for many years and during 1907 was its president.

Hanlon Kane has succeeded Walter J. Krings as assistant sec'y of the Merchants Exchange.

MONTANA

Great Falls, Mont.—The Patton-Kjose Co., Inc., main office, which is located here, will remain in charge of J. E. Patton.

NEBRASKA

Dalton, Neb.—The Anderson Grain Co.'s elevator burned Jan. 20.

Glenville, Neb.—T. C. Hart has been appointed manager of the Farmers Elvtr.

Gering, Neb.—R. A. Kirkman is the new manager of the Lexington Mill & Elvtr. Co. here.

Daykin, Neb.—T. C. Hart, former manager of the Farmers Co-op. Elvtr. here, has accepted a like position at Glenville.

Scottsbluff, Neb.—The Scottsbluff Elvtr. Co. will rebuild at once its recently burned elevator. The loss was about \$25,000.

North Platte, Neb.—R. A. Kirkman, former manager of the North Platte Flour Mills, has accepted a similar position in Gering and moved to that place.

Gothenburg, Neb.—E. G. West died at his home here on Jan. 22. He had been in the grain business for more than 40 years and was widely known thruout the state.

Diller, Neb.—The Diller Farmers Grain Co. has voted to dismantle the grain elevator operated here for 35 years and erect a new one of 15,000 bus. capacity. Wrecking will start about the middle of April.

Omaha, Neb.—Freeman B. Quinby died recently at the age of 88. He was the father of L. L. Quinby, pres. of the Mid-West Grain Co., and had lived in Lexington, Neb., for 50 years. He was a Civil War veteran.

Auburn, Neb.—The Farmers Elvtr. Co.'s elevator had a small fire early in January, much of the 8,000 bus. corn and 2,000 bus. wheat being damaged. Jim Clark is no longer manager.—Bill Watson, Lucke-Gibbs Grain Co., Omaha,

West Point, Neb.—The West Point Mill, owned by Owen B. Werner of Norfolk, burned recently at 4:30 p. m. Loss, \$10,000; no insurance. The cause is believed to have been friction in the machinery. Large quantities of grain were destroyed.

Omaha, Neb.—E. A. Talhelm of Crete, mgr. of the Crete Mills, was elected pres. of the Nebraska Millers Ass'n at its annual meeting here on Jan. 17. Burdette Boyes of Seward was chosen vice-pres. and J. N. Campbell of Omaha was re-elected sec'y-treas.

Nebraska City, Neb.—The meeting of the Nebraska Ass'n of Grain Elvtr. & Mill Operators, scheduled for Jan. 14, did not take place, as the weather man predicted 15 below zero and blizzardy conditions in the bargain, keeping the dealers away. As Rolland F. Ireland of Lincoln, vice-pres. of the ass'n, and Mr. Dietz were on their way from Lincoln to Nebraska City to attend the meeting their car turned over near Union, Mr. Dietz receiving cuts on his head which necessitated his staying at a hotel in Union and Mr. Ireland going on alone. The few that managed to get to the appointed meeting had just a good visit among themselves.

NEW ENGLAND

Boston, Mass.—The office of R. J. Hardy & Sons, grain and feed, in the Grain & Flour Exchange Building has been discontinued. Mr. Hardy will handle the business from his home in Arlington.

NEW MEXICO

Raton, N. M.—We have built a storage warehouse for flour of about 10-car capacity, and have installed a 2,000-pound Burton feed mixer.—Raton Mill & Elvtr. Co.

Dawson, N. M.—Tom F. Ryan has been made mgr. of the elevator of the Farmers Union Co-op. Ass'n to succeed E. D. Morris, who resigned when elected county commissioner.

NEW YORK

Elmira, N. Y.—Chester P. Hibbard's mill was damaged by fire on Jan. 20.

Buffalo, N. Y.—Dudley M. Irwin of the Cargill Grain Co. intends to start late in January on a Mediterranean trip.

Buffalo, N. Y.—The contract for the erection of the tanks for the 1,100,000-bu. addition to the International Milling Co.'s plant here has been let to the Jones-Hettelsater Construction Co. This addition will make the company's total storage more than 3,300,000 bus.

NEW YORK LETTER.

Isbister & Scheid have succeeded Howser & Co.

New York, N. Y.—The wife of William C. Rossman, secretary of the Produce Exchange, died Jan. 9 after a brief illness.

Charles E. Cassidy, an old member of the Produce Exchange and of the firm of Carscallen & Cassidy, Jersey City, died Jan. 16 at the age of 76.

Straub & Barry have continued the business of Montgomery, Straub & Co., Inc., as the liquidation of the latter firm was announced as of Dec. 31. 1928.

The Bunge North American Grain Corp. has announced that Llewellyn & Cerboni have returned to Genoa and will no longer represent them on the floor of the New York Produce Exchange.

C. Walton Andrus has retired as general partner in C. W. Andrus & Sons. The business will continue under the same name as formerly, with Carl F. Andrus and Herbert Pond as general partners and C. Walton Andrus as a special partner.

The New York Produce Exchange stock transactions have climbed to a daily total of 33,000 shares with new issues being added by the listing com'ite. Recent sales of memberships were reported at \$23,000 and associate memberships at \$16,000, with some sales under that figure.

Raymond L. Valentine of Milmine, Bodman & Co. has been elected to membership in the Produce Exchange. P. W. Danforth of Simpson, Hendee & Co. has been elected to associate membership, having recently resigned his regular membership. Harry F. Rieser, flour and feed dealer, and E. V. Bereslavsky of the George I. Fox Corporation were elected to membership in January, and Julien L. Brode of the F. W. Brode Corporation has applied for membership.

NORTH DAKOTA

Cooperstown, N. D.—The Piatt Elvtr. Co. has succeeded W. E. Chamly.

Cando, N. D.—An elevator drive has been installed by H. C. Wold in his plant.

Sharon, N. D.—H. H. Midstokke, manager of the International Elvtr. Co. here, died recently.

Trolley, N. D.—The Farmers Grain Co. is installing a Bauer Hammer Mill for custom feed grinding and is planning on building an elevator in the spring or early summer.

Bismarck, N. D.—During the second week in January the Farmers Union met here and devised a bill for storing grain on farms, the bill to be presented to the legislature. According to this bill, the state railroad and warehouse commission would be made a farm storage commission and it would appoint deputy inspectors to examine grain held in farm granaries, certify the kind, grade and dockage, and issue certificates like the elevator storage tickets, then lock and seal the granaries.

OHIO

Ney, O.—The D & E Feed Mills are installing a Sidney Sheller.

Blacklick, O.—The Blacklick Mill is installing power feeder for hammer mill.

Okolona, O.—W. F. Ritz, manager of the Okolona Grain Co., died of the flu.

Grelton, O.—The Farmers Grain & Seed Co. is installing a Sidney Magnetic Metal Catcher.

Curtice, O.—The Ottawa County Co-op. Co. is installing a Sidney Magnetic Metal Catcher for its feeder.

Miller City, O.—The elevator here owned by Charles A. Hiegle of Leipsic is having \$3,000 of improvements made to it.

Sunbury, O.—We have installed a 1-ton feed mixer in our feed grinding department. There has been no change in our elevator equipment.

—G. J. Burrer & Sons.

Ney, O.—The Ney Co-op. Co. is installing an electric magnetic separator furnished by the Sidney Grain Machinery Co.

Columbus Grove, O.—We are now jobbing feed and flour in connection with our grain and feed business.—Eikenbary & Son.

Do not believe we will have any local meetings until late in January.—W. W. Cummings, Sec'y, Ohio Grain Dealers Ass'n, Toledo, O.

Lodi, O.—The Tyler Grain Co. of Wooster, O., has bot the plant and equipment of the Lodi Milling Co. here and will use it for a grain elevator and feed storage.

Richey (Van Wert p. o.), O.—Marcus Eikenbary died Jan. 14 following an operation for appendicitis. He was manager of grain elevators for many years, and operated as the Richey Grain Co. He was 51 years old.

Dixon, O.—I have installed a No. 3 J-B Hammer Mill, 50-h.p. motor, direct drive, also have installed a Sidney Power Feeder. All in operation and giving satisfaction. J. H. Rummel of Conway is our millwright.—D. W. Long.

Forest, O.—Jones & Hempy lease one elevator here of M. Myer, banker—buy for Sneath Cunningham Co. The old elevator here has been dismantled. Jones & Hempy lease elevator at Patterson, one mile south. Sneath Cunningham Co. backing them.—Ash & Poling Mill & Elvtr.

Columbus, O.—Mrs. R. D. Watson has been appointed acting sec'y of the Ohio Millers State Ass'n in the place of her father, the late Frank H. Tanner, who was sec'y for the past 15 years. At the meeting of the executive com'ite in February a permanent sec'y will be named.

Toledo, O.—Archibald Gassaway, connected with the Produce Exchange for 50 years and its sec'y for 28 years, has resigned his position and retired with a substantial consideration rewarding his long years of faithfulness. He was made assistant sec'y at the age of 17. His face will be missed on the "floor."

Carey, O.—The new manager of the Carey Mill & Elvtr. Co. is Porter Hendricks. Since D. C. Henry resigned, Miss Edith Lindsay has been in charge of the office. It is planned to build a new office on the present site of the mill, and John Hendricks will move his hay office to the new building with his son.

Washington Court House, O.—I have installed a No. 3 Jay Bee Hammer Mill driven by Texrope from a 50-h.p. motor, Sidney Drag and Corn Sheller, clipper cleaner, two stands of elevators and have on the way overhead dump. The Sidney Grain Machinery Co. had the contract, I am occupying the site formerly used by the Fayette Grain Co.—A. B. McDonald.

by the Fayette Grain Co.—A. B. McDonald.

Toledo, O.—At the annual election of the Produce Exchange, held Jan. 7, Kenton D. Keilholtz was chosen for pres.; Harold Anderson, first vice-pres.; C. E. Patterson, second vice-pres.; W. A. Boardman, sec'y, and L. J. Shuster, treas. Directors are as follows: C. S. Burge, H. W. Applegate, J. D. Hurlbut, H. R. DeVore, E. A. Nettleton, G. D. Woodman, P. C. Sales, J. A. Streicher, Harry Hirsch and F. C. Bowes. The following were named on the com'ite of appeals: S. L. Rice, chairman; P. M. Barnes, J. A. Streicher, E. E. LaPlace, C. R. Keilholtz, Edgar Thierwechter, Harry Hirsch, W. E. Stone, J. F. Wickenhiser, R. S. Sheldon and D. L. Norby. On Jan. 9 the annual membership dinner was held in the Hotel Perry ballroom and was a very enjoyable affair. Vocal and instrumental music and dancing afforded the entertainment. Retiring President Fred Mayer was presented with a fountain pen desk set.

OKLAHOMA

Jennings, Okla.—A. D. Thompson has established an electrically driven feed mill, and will handle a full line of mill feed.

Oklahoma City, Okla.—Karl E. Humphrey will move to this city to take charge of the Oklahoma mills of General Mills, Inc.

Purcell, Okla.—Two of the main buildings of the Oklahoma Terminal Elvtr. Co. burned at midnight, Jan. 15. Loss, \$150,000.

Oklahoma City, Okla.—The Uhlmann, Kempner Grain Co. has moved into new quarters in the Tradesmen's National Bank Building.

Wanette, Okla.—A. Lyle has announced that the new building being erected for the new mill and wholesale flour and feed store will be finished about March 1.

Morrison, Okla.—The Farmers Trading Ass'n plans rebuilding its elevator here this spring.

Oklahoma City, Okla.—T. C. Thatcher, vicepres. and general manager of the Oklahoma City Mill & Elvtr. Co. for a number of years, has removed to Wichita Falls, Tex.

Watonga, Okla.—General Mills, Inc., will continue to operate the recently acquired Oklahoma City Mills & Elvtr. Co.'s plant under the management of John Rector, former manager.

Anadarko, Okla.—The new mill house unit of Daniel Vollmer, owner of the Vollmer elevator and feed business, has been completed and is now open for business. The building and machinery cost \$8,000.

Marland, Okla.—That the Farmers Trading Ass'n of Morrison is erecting an elevator at Marland is an erroneous report. However, they are planning on rebuilding at Morrison this spring.—F. V. Cole, mgr., Bliss Co-op. Grain Co.

Hillsdale, Okla.—Our new elevator, to replace our old one destroyed by fire in September, 1928, has been completed and is in operation. We have a nice little house of 14,000 bus., wood covered with iron. The Star Engineering Co. was the builder.—Hillsdale Equity Exchange.

Hunter, Okla.—We have made our cupola 8 feet higher, have installed Winter's Elevator Head Drive, a new 10-bu. Richardson Automatic Shipping Scale, new elevator leg with ballbearing boot complete, new 10-h.p. motor to drive elevator and a 2-h.p. motor to drive air compressor. The work was done by the Star Engineering Co.—Thompson & Wilson Grain Co.

Enid, Okla.—The Pillsbury Flour Mills Co. has given contracts to the Jones-Hettelsater Construction Co., Kansas City, for the erection of 750,000 bus. additional storage to the plant here. This will give the local plant a total grain storage of 2,250,000 bus. With the installation of the second unit of the flour mill, plans for which have been completed as previously published, the Pillsbury Co. will have a local milling capacity of 4,000 barrels. It is planned to have the new grain storage addition completed in time for the new crop.

Enid, Okla.—Contracts have been awarded by General Mills, Inc., for the construction of a 2,000,000-bu. elevator and working house here. The elevator will have 125 tanks, with 54 individual carload size bins in the head house, and will be of concrete construction. Up-to-theminute equipment for the rapid handling of grain will be installed. The plant is planned to be ready for operation by June 15. The manager of the new elevator will be Karl E. Humphrey, pres. of the El Reno Mill & Elvtr. Co., a subsidiary of General Mills, Inc.

PACIFIC NORTHWEST

Spokane, Wash.—The Spokane office of Patton-Kjose, Inc., is under the management of B. H. Kjose.

Freewater, Ore.—Inland Grain Co. incorporated; capital stock, \$25,000; incorporators: H. S. Murray, A. L. Grover, John R. Barnes.

Forest Grove, Ore.—The Farmers Feed & Supply Co.'s warehouse burned early in the morning of Jan. 13. Loss (including adjacent buildings), \$65,000. A large quantity of wheat, stock feed, three trucks and two automobiles were destroyed.

Seattle, Wash.—Mitsubishi & Co. gave a well attended luncheon during the first week of January to executives of milling and grain firms, presenting the company's new manager of the local office, S. Nomura, and the retiring manager, S. Shimatani.

Seattle, Wash.—The mother of Gene Gilgen, assistant to the manager of the Grain Exchange here, Mrs. Ida Mae Gilgen, died on Dec. 31 after a lingering illness. She was born in Dows, Iowa, in 1882, and had been a resident of Portland for over 20 years.

Spokane, Wash.—An involuntary petition in bankruptcy was filed recently against the Palmerton-Moore Grain Co. by Joseph MacEachern of Spokane, A. F. Warwick of Whitman County, Milwaukee Grain Elvtr. Co. of Seattle, and the Commercial State Bank of Oakesdale.

Walla Walla, Wash.—Henry W. Collins, grain dealer with headquarters at Pendleton, Ore., has acquired the grain, hay and brokerage business of Ernest T. Freepons, Inc., and has moved to a new location. James A. Rae has represented Mr. Collins here for the past two years.

Portland, Ore.—A. W. Baum has charge of the commodities department of H. J. Barneson & Co., brokers, who recently opened a branch office here. Mr. Baum is the son of C. W. Baum who was manager of the Gray-Rosenbaum Grain Co. when it was doing business in the Pacific Northwest.

Astoria, Ore.—We have installed a feed mixing and grinding plant consisting of a half-ton cone mixer, a cleaner and a Jay Bee Grinder, all run by electric motors. Results have been satisfactory and the probability is we will have to enlarge later on.—Owen-Peeke Feed & Grain Co., Astoria, Ore. [The location of this company was erroneously given as Chinook, Wash.]

Portland, Ore.—As one of the initial steps in the organization of a grain futures market in Portland, the Portland Grain Exchange is to be incorporated by the following: I. C. Sanford, of the I. C. Sanford Grain Co.; Peter Kerr, of Kerr, Gifford & Co., Inc., and D. W. L. Mac-Gregor, of Balfour, Guthrie & Co., Inc. Present memberships in the exchange are \$500, but it is proposed to raise this to \$1,000 on May 1.

PENNSYLVANIA

Philadelphia, Pa.—Membership in the Commercial Exchange has been applied for by Julian H. Foard, grain shipper of Middletown, Del.

Harrisburg, Pa.—The Golden Leader Milling Co. has been bot by Lane W. Brinser from his father, Harry Brinser, who recently retired from business.

Reading, Pa.—F. S. Wertz & Son flour and feed mill, damaged by nre late in November as reported at that time, is being rebuilt and will soon be in operation again.

Philadelphia, Pa.—The Commercial Exchange has nominated the following for office: Pres., Hubert J. Horan, without opposition; vice-pres., George M. Richardson and F. Kimball Hagar; treas., Samuel L. McKnight. Directors: E. D. Hilleary, Albert J. Ball, Robert Morris, Walter K. Woolman, David H. White, Frank W. Nolan, Charles A. Devlin, James S. McVey, James J. Rodgers, Charles I. Rini and George J. Conly.

SOUTH DAKOTA

Volga, S. D.—George O. Cotton has bot the interest of J. O. Sundet in the Cotton & Sundet Elvtr. Co.

Fairfax, S. D.—We now have a 5-h.p. motor installed, and a Hinckley Head Drive.—Farmers Union Co-op. Elvtr. Co.

Scenic, S. D.—The Tristate Milling Co. of Bellefourche, S. D., has built an elevator here having a capacity of 15,000 bus.—R. W. Hunt, agt.

Esmond, S. D.—Gus Hanson, manager of the O. Skotvold Elvtr., has resigned on account of ill health and has been succeeded by M. E. Jeffers.

Emery, S. D.—W. C. Beiner has been appointed manager of the Mayer-Tschetter grain elevator, succeeding William Reifers who resigned.

Agar, S. D.—Arthur Miller has been appointed manager of George P. Sexauer's elevator here to take the place of Carl Doerr, recently deceased.

Westport, S. D.—The Westport Grain & Coal Co. has completed the erection of its building for feed mill and screenings storage and installed a Miracle Ace Hammer Mill directly connected to a 30-h.p. motor. Electrical installation was made in accordance with plans and specifications furnished by the Mutual Fire Prevention Bureau.—P. L. Brown, Mill Mutuals.

SOUTHEAST

Richmond, Va.—Warner Moore & Co., proprietors of the Dunlop Mills, have bot the business formerly conducted by the Mayo Milling Co., Inc.

TENNESSEE

Columbia, Tenn.—W. N. Butler is installing a Sidney Vertical Batch Mixer.

Carlisle, Tenn.—The Carlisle Mill & Supply Co.'s mill roof was completely blown off Jan. 18.

Nicholasville, Tenn.—The C. T. Ashley Co.'s elevator was unroofed and stock damaged by water Jan. 18.

Ashland City, Tenn.—A windstorm blew the guttering from one side of the mill of J. F. Tucker & Co. on Jan. 18.

Nashville, Tenn.-The trial of Walter Liggett, junior member of C. L. Liggett & Son, on a charge of murdering Turner Cunningham, started in the Criminal Court here on Jan. 14. He is charged with shooting Cunningham when found in the latter's home with his wife.

Nashville, Tenn.—John E. Potter, vice-pres. of McKay-Reese Co., grain and seed dealers, died Jan. 10 after an illness of less than a week of flu. Mr. Potter was 70 years of age and had been in the grain business for 50 years, being very well known in the trade in the South. He leaves a widow and two sons.

Lewisburg, Tenn.—The loss by fire to the Lewisburg Milling Co., previously reported, was about \$50,000; stock covered by insurance, elevator and warehouse about half covered. The company is undecided just when it will rebuild, but the mill is being operated every day. A warehouse will be built soon.

Memphis, Tenn.—The Merchants Exchange held its annual election Jan. 12, T. B. Jones being chosen for pres., and C. P. Reid for vicepres. Directors chosen were as follows: C. E. Coe, L. B. Lovitt, S. F. Clark, R. N. Neal, S. Tate Pease, C. G. Robinson, J. J. Wade and W. R. Smith-Vaniz. The secretary's report showed the organization's affairs to be in good condition.

TEXAS

Silverton, Tex.-The Roberts Grain & Seed Co.'s elevator burned recently.

Paducah, Tex.—We are no longer engaged in the grain business.—F. L. Briggs & Son, W. C.

Galveston, Tex.-Charles H. Newman is the new vice-pres. and general mgr. of the Texas Star Flour Mills here.

Wellington, Tex.—Pettit & Son is the new firm name of the business formerly known as the Singley Mill & Elvtr. Co.

Stratford, Tex.-R. E. Harrington, who has an elevator at Baker, Kan., started operating an elevator here this season.

Cisco, Tex.—The Cisco Grain Co. has been bot by R. J. Rains of Eastland and E. W. Tullis of Snyder from F. H. Carpenter.

Dimmitt, Tex .- The Castro County Grain Co. is the name under which the new elevator of C. O. Byrnes and H. L. Kearns is operated.

Levelland, Tex.—The Joplin Implement Co. is building a small elevator to accommodate its grain business. Electric machinery is being installed thruout.

White Deer, Tex.—J. N. Beasley's elevator was damaged recently to the extent of one window being blown out of it and two pieces of galvanized iron roofing being blown off the

Texas City, Tex.-Better elevator facilities larger warehouses and a new, modern wharf will make this year a good grain export period. No grain was handled here during 1928 on account of these improvements going forward.

Dallas, Tex.-New officers of the Grain Ex-Dallas, Tex.—New officers of the Grain Exchange, elected Jan. 8, were: J. C. Crouch, pres.; A. A. Hart, vice-pres.; Fred Honea, sec'y-treas. Directors: Dan Donavon, Homer Ragers, A. A. Hart, J. C. Crouch, Fred Honea, Joe Brown and Tony Brignardella.

Iredell, Tex.—The Farmers Elvtr. Co. sustained a damage of several thousand bus. of grain in the fire previously reported. The head house also was ruined and the machinery. Repairs are going forward and it is expected to be ready for business again by Feb. 1.

Wichita Falls, Tex .- T. C. Thatcher, vice-pres. and general manager of the Oklahoma City Mill & Elvtr. Co., has become manager of the Wichita Falls, Vernon, Waco and Amarillo Mills, recently bought by General Mills, Inc., from Frank Kell, as previously reported. Mr. Thatcher's headquarters will be in Wichita

Lubbock, Tex.-Officers of the recently organized Lubbock Grain Exchange are: S. H. Weaver, pres.; W. H. Wright, vice-pres., and S. E. Cones, sec'y-treas. Directors are: H. W. Stanton, J. C. Couch, Kenneth Kimbro and J. D. Quick. The Exchange began functioning on July 1, 1928, and business has been far beyond the expectations of the members.—R. R. Stuard, inspector, Lubbock Grain Exchange.

Galveston, Tex.-The Galveston Wharf Co. is having plans made for the enlargement of large grain elevator. Concrete storage bins will be added and the head house improved so as to speed up unloading grain and also the as to speed up unloading grain and also the distribution to various parts of the elevator. The capacity may be increased from 2,050,000 bus. to 3,000,000 bus., which will bring the total grain elevator storage capacity of the port of Galveston up to 6,000,000 bus. or more.

UTAH

Salt Lake City, Utah.—The Utah Associated Industries will hold its annual banquet in this city on Feb. 6. Julius H. Barnes, pres. of the Barnes-Ames Co., Duluth, Minn., will be the principal speaker.

Ogden, Utah.-The Royal Milling Co., branch of Washburn-Crosby Co., plans another unit of 800-barrel capacity, to be added soon. The new warehouse, mentioned previously, now under construction, is two stories, 62x150 feet. Loading facilities will be increased by the building of a new spur track.

WISCONSIN

Milwaukee, Wis .- The following have recently been elected to membership in the Chamber of Commerce: C. H. Gorman, W. F. Uebele and J. D. Thompson.

Shawano, Wis.—The annual meeting of the Experiment Ass'n and the State Grain Show will be held here in conjunction with Farmers Week, from Feb. 4 to 8.

Appleton, Wis.—Wisconsin Laboratories, Inc., incorporated; capital stock, \$25,000; incorporators: George W. Lansmann, John Goodland, Jr., W. C. Jacobson. It will handle feeds.

Milwaukee, Wis.-William Schroeder, 57, cor-Milwaukee, Wis.—William Schroeder, 57, correspondent of Lamson Bros. & Co. of Chicago, died Jan. 19. He was a member of the Chicago Board of Trade and was formerly engaged in the grain business at Chicago.

Neillsville, Wis.-The S. H. Van Gorden & Sons Co. of Alma Center have bot the Bruley Elvtr. here. The owners have a chain of elevators at Taylor, Alma Center and Black River Falls. The Neillsville elevator will be operated by Archie Van Gorden.

Milwaukee, Wis.—Two memberships in the Chamber of Commerce sold last week for \$935 Chamber of Commerce sold last week for \$93b each, establishing a new record price. In November memberships sold for \$150. The announcement of plans to establish a securities trading market has caused the price to go up.

Cameron, Wis.—The warehouse of the Northern Supply Co. Retail Stores, Inc., burned on the night of Dec. 14. Loss, about \$7,000; fully insured. The machinery was a total loss and the building about half. Repairing is now in progress; new machinery will be installed and the company expects to be operating again early in February. [This fire was erroneously reported as at Amery, Wis.] Cameron, Wis.-The warehouse of the North-

WYOMING

LaGrange, Wyo.—F. M. Frink is the manager of the Cheyenne Elvtr. Co.'s new elevator here, having been transferred from Albin, Wyo., by the company.

Riverton, Wyo.-Our company has installed as a complete unit a cleaner for cleaning seeds and beans.—Riverton Valley Grain Exchange, O. P. Ellis, mgr.

Albin, Wyo.-F. M. Frink has been transferred from here to LaGrange, Wyo., by the Cheyenne Elvtr. Co., to be local manager at the company's new elevator there.

J. W. Shorthill, secretary of the Farmers National Grain Dealers Ass'n, and of the Nebraska Farmers Grain Dealers Ass'n, with headquarters at Omaha, Neb., received the appointment of membership on the com'ite on trading on produce exchanges of the U. S. Chamber of Commerce.

Storm and Flood Stricken states of the Southeast will be loaned \$15,000,000, according to a bill passed by the Senate, for the relief of farmers in this area. Where an emergency exists, the Sec'y of Argiculture is authorized to loan up to \$3,000 for purchasing seed, feed and fertilizer in return for a first lien on the crop.

Closer Cooperation of Grain Dealers and Millers.

J. L. DAVIS, SEYMOUR, BEFORE INDIANA GRAIN DEALERS ASS'N.

In my experience I think grain dealers and millers have stood shoulder to shoulder and I, as a miller, feel that the grain dealers are my brothers. There may be some parts of the United States where there is a conflict of interest, but I have failed to locate such a condition in Indiana. Except for a few millers in the very large cities, most of us millers are in a way grain dealers as well and we have a close bond of sympathy with other grain dealers. Grain dealers of this state feel that feel that as Indiana millers prosper they will prosper. Anything that affects the milling industry Indiana also affects the grain dealers. It is discouraging to look about us and see how conditions are changing and how high a mortality there is in the small mills in Indiana.

Endeavoring to analyse the broad field of problems that may be common ground for grain dealers and millers, it seems to me that there are three outstanding:

Crop Improvement, especially Wheat: You cannot but be impressed with the seriousness of the situation, and with the necessity for each one of you, for your individual good, going home with a determination to co-operate in every possible way in the good and urgent work taken in hand by Mr. Evans' com'ite.

every possible way in the good and urgent work taken in hand by Mr. Evans' com'ite.

Legislation: This is taking many forms in both nation and state. I propose to touch upon the resolution of Senator Nye, calling for investigation into the causes for per capita decline in United States in consumption of Wheat. In 1913 this consumption was 5.6 bus. per capita, against 4.3 bus. in 1926, and probably still less in 1928. A decline of 1.3 bus. per inhabitant, or a total of over 130,000,000 bus. per annum. Consider in this connection that before the Civil War three men out of every four were farmers, engaged in producing the nation's food, and it was nip and tuck whether there would be enough food. Today, only one man out of every four is a farmer, and the U. S. produces enormous surpluses. Probably most people do not realize that today farms are using over 50,000,000 h.p. in the production of crops. That is more horsepower than is used by all our factories and mines combined. Farming has become big business.

With a declining per capita consumption and tramendously increased production per farmer.

bined. Farming has become big business.

With a declining per capita consumption and a tremendously increased production per farmer, we have problems of huge surpluses. It would surely help if Sen. Nye's resolution was successful in finding a solution. I wonder if any of you have ever thought how much the intensive advertising of spring wheat flour by the Northwest, and the wave of substitution of baker's bread for home made bread, have contributed to this per capita decline in consumption of wheat.

tributed to this per capita decline in consumption of wheat.

A prominent Indiana miller told me he had made a serious study extending over several months, and including a house to house canvass in the towns and country, and he had very definitely established in his part of Indiana these facts: Where a family used home made bread (usually from soft wheat flour) they consumed on an average of 11 loaves per week. When they substituted baker's bread (invariably made from spring or hard winter wheat) the consumption fell to less than 7 loaves per family per week. Baker's bread has not the flavor of soft wheat bread, and people just naturally don't care to eat so much of it. The trouble seems we do not advertise our better wares. The well advertised western miller comes in, takes advantage of modern tendency towards baker's bread, and not only substitutes western wheat for our home grown, but actually cuts down the total consumption of flour and wheat. Suppose you take this thought back home with you, and observe bread consuming tendencies, whenever you have a chance, take notes, and submit some of the facts to Sen. Nye's com'ite for their guidance. Everybody in Indiana would benefit, and especially the grain dealers and millers.

Farm Relief: Mr. Sparks says that the opposition is always unpooular. It is right that

Ferybody in Indiana would benefit, and especially the grain dealers and millers.

Farm Relief: Mr. Sparks says that the opposition is always unpopular. It is right that it should be. Human nature wants something constructive to work on. If any of us feel that suggested Farm Relief Legislation is uneconomical and fallacious and that it will eventually injure those whom it is intended to aid, it is up to us to offer something that is constructive, or keep silence. We must recognize that there is a Farm Problem, which is crying for solution. Agriculture is the backbone of our country, and particularly of our state. If agriculture does not prosper, we will not prosper, and it behooves us to help. I am making no pretense of being a prophet on this tremendously large and important subject. But I ask your permission to submit a few sketchy and undefined thoughts.

(Concluded on page 124.)

Iowa Farmers' Elevator Ass'n Celebrates Silver Anniversary

[Continued from page 101]

professional organizer of farmers' to be a groups. He forecast a change in the present methods of grain marketing, to take place within the next few years. He believes Presi-dent-elect Hoover will bring about the transformation without disturbing the present grain marketing machinery.

"Herbert Hoover pledged himself and his party to aid agriculture. We believe this pledge will be made good. Honest and harmonious co-operative effort on the part of the farmer will be met by policies which will bring newer and better methods. Be optimistic," "Practice economy and efficiency, and he said. hold your balance. Great opportunities will follow loyal co-operative effort.

Thursday Afternoon Session.

Community singing marked the opening of the fourth business session, Thursday after-

"THE GRAIN MARKETING BUS-INESSS" was the title of an address by E. V. Maltby, Chicago, which was in effect a solicitation for doing business through this arm of the farmers' elevator movement.

"STIMULATION OR STAGNATION" was treated in a philosophical way by Rev. J. J. Share, of Humboldt, and was an inspiring address.

THE BUSINESS part of the program followed, with the usual routine of the reading of the minutes, auditing com'ite report, treasurer's report, com'ite reports, new and un-finished business, election of officers, etc.

New Officers.

The presiding officers remain the same for the ensuing year, and are: S. J. Cottington, Stanhope, president; H. F. Toben, Palmer, vice-president; J. C. Riedesel, Glidden, treasurer. Sec'y Larson's term does not expire until April, when he will undoubtedly be chosen to this post again.

Only two changes in the directorate were ade. R. W. Carter of Sergeant Bluff and made. R. W. Carter of Sergeant Bluff and N. K. Anderson, Thompson. The re-elected directors include: Oscar Heline, Marcus; H. H. Douglas (Mgr.), Northwood; H. F. Toben, Palmer; J. C. Riedesel (Mgr.), Glidden; W. S. Criswell, Madrid; Wm. Niebuhr, Blairstown, and S. J. Cottington, Standard.

Resolutions Adopted.

We, the members of the Farmers Grain Dealers Ass'n of Iowa have confidence in the ability of our president-elect, Herbert Hoover, to secure for agriculture its just place among the industries of the nation, and we are relying upon him to select as his Secretary of Agriculture a man of ability and one who has constructive vision and sympathy for the industry he will represent.

Whereas, The protective tariff policy is endorsed by the leading political parties and approved at the polls by a great majority of our

whereas, The present tariff rates on non-agricultural products are sufficiently high to enable the industries to prosper as never before,

Whereas, The duty on many of the most important agricultural products, especially the products of which we are engaged in the marketing, is so low as to afford little or no protection and is in effect a tariff for revenue only; be it

only; be it

Resolved, That we present an imperative call to Congress in general and to our Iowa senators and representatives in particular for a prompt revision upward of present rates on all grain and grain products as well as on such products as are now imported and used by the manufacturing industries, but which can and would be supplanted by grain or grain products if adequate tariff rates are levied on all such competing products.

We strongly commend the position taken by

We strongly commend the position taken by President-elect Hoover in regard to the devel-opment of inland waterways and urge imme-diate action in this matter.

We strongly disapprove of the policy of any farm organization to enter into the merchandising business in direct competition to farmers elevator companies.

We favor the retention in the township of all the rights, powers and privileges now vested

Further Entertainment.

A stock company put on a performance, "New Brooms," for the convention, Thursday evening at eight, the registration badge serving as a ticket.

A surprise show at the Armory followed at o'clock, concluding with the drawing for an \$800 Rosco Oat Huller which the company donated to the ass'n, the receipts for which went to swell the ass'ns treasury. The machine which was given away was, strangely enough, not permitted to be displayed in the hotel.

Friday Morning Session.

The fifth business session was called to order Friday morning at ten.

Community singing was followed by a talk given by F. S. Betz of Chicago.

The balance of the meeting was taken up with the business of the insurance company, which is operated by the ass'n. The usual routine business followed.

Displays at Armory.

The Armory was decorated in a harmonious blend of colors to set off the many mechanical and supply exhibits presented to convention delegates for inspection and approval. gay array created an attractive environment, which should have stimulated interest and sales were it not for the full programs and the four-blocks walk from the hotel in sub-zero weather to reach the Armory.

practically Consequently exhibitors were forced to spend the majority of time at the hotel in the selection of known prospects, who were mighty difficult to locate in the intermingling swarm of delegates.

mingling swarm of delegates.

AN 8-TUBE PHILCO was on display, furnishing continuous music.

JONES & CO. displayed samples of feed, seed and flour. Mr. Jones was in charge.

BARTON SALT CO. displayed their block and table salt in various sized lots.

ALBERT DICKINSON CO. exhibited a line of seeds, featuring their Pine-tree brand.

BADGER TWINE the product of the Wis-

BADGER TWINE, the product of the Vonsin state prison, was demonstrated by W

THE GRAIN & MILL SUPPLY CO. filled their ooth with a Tri-Cleaner in charge of T. G.

ROCKFORD BRICK & TILE CO. and tile products handled by grain

A JIFFY CAR-DOOR OPENER AND CLOSER was demonstrated with a miniature model by S. P. Stark.

S. P. Stark.

KEYSTONE STEEL & WIRE CO. completely filled their booth with fencing in all its forms, signs prominently hung emphasizing features of their product.

STANDARD SEED CO. displayed a line of the seeds they handle, in charge of G. F. Kersey, G. W. Mackey and A. I. Gorton.

NEWELL CONSTRUCTION & MACHINERY CO. displayed an electrically driven model of their truck dump, in charge of D. M. Newell.

their truck dump, in charge of D. M. Newell.

REEF BRAND OYSTER SHELL, the product
of the Gulf Crushing Co., was exhibited in its
various finenesses, and the particularly advantageous use for each size emphasized by J. M.

PILLSBURY FLOUR MILLS uniquely arranged their booth so one would voluntarily walk along their line-up of feed samples, which were conveniently displayed for examination in open-top jars.

open-top jars.

MYLES LOUISIANA SALT, "Nature's pur-est," was exhibited for examination in block and table forms by the Higbie Salt Co. In charge were: S. A. Apted, C. W. Higgins, H. B. Luther and H. E. Woodford.

THE WAUKESHA MOTOR CO. demonstrated a 35 h.p. engine with 4x5 stroke. The unit was equipped with a Ricardo Head, which is supplied on most of its line, which ranges from 25 to 275 h.p. H. V. Kilpatrick accompanied the exhibit.

MUNSON MILL MACHINERY, represented by MUNSON MILL MACHINERY, represented by F. J. Conrad, demonstrated its new 30-inch attrition mill with direct-connected 40 hp. Red-Band Motors. A 12-inch Munson Corn Cracker and a Munson Ear Corn and Cob Crusher, necessary accessory equipment for performing a wider range of services, were on demonstration. A plate from a Munson Attrition Mill, which is credited with grinding 2,380,640 pounds without showing wear, was prominently displayed. Red Band totally-enclosed, self-ventilated, Timkenbearing equipped motors were displayed. Superior D-P cups of every size were conveniently displayed. Belting and other elevator equipment were likewise exhibited. J. B. SEDBERRY CO., distributors of the Jay-Bee Hammer Mill, had one of their late models on display on which the top was swung back to permit examination of the mechanism and to facilitate a better understanding of the princi-ple on which the machine is built.

PLYMOUTH TWINE in all its various forms was exhibited for examination by both dealer and consumer by the Plymouth Cordage Co. This booth, like the others, was highly decorated in vividly colored paper streamers designed to resemble the Mardi Gras.

signed to resemble the Mardi Gras.

FAIRBANKS, MORSE & CO., in a lively colored corner, displayed a large 10-ton truck scale with type registering beam; also a portable scale for weighing back sack-lots which was particularly adapted to grain dealers retailing feed. The new type H. A. C. totally enclosed, self-ventilated, dust-proof, motor which the underwriters have just approved, was also on display. Three representatives from as many different departments attended the display, namely: Karl E. Johnson, W. J. Young and NORTHRUP, KING & CO. decoration.

namely: Karl E. Johnson, W. J. Young and Tom O'Donoghue.

NORTHRUP, KING & CO. decorated their booth in blue and gold to carry out the idea of the Silver Anniversary of the farmers' organization. Open top jars of various seeds and feeds were conveniently arranged for the closest scrutiny. Among those attending the display were: H. R. Stanchfield, A. F. Buckles, C. N. Barrett (Manager Feed Department), C. A. Oppel. O. W. Friedlund, F. H. Hayhoe (Feed Specialist), and R. F. Van Voorhis. Penholders were distributed, lettered in silver in recognition of the twenty-fifth anniversary.

ROSCO HUILLER CO. had two displays. As one entered the Armory a Rosco Ajax Huller, equipped with S-K-F bearings and Carterplics, greeted the eye. This was the machine the manufacturer donated to the ass'n and which was raffled off Thursday evening. In another section two other smooth-running and vibrationless oat hullers of different capacities were demonstrated. Any one of the three machines is an asset to a country elevator and materially increases the variety of services and products afforded consumers. S. N. Trempler, F. S. Battin, L. P. and Frank Hildridge represented the company.

DISPLAYS AT HOTEL.

HARDY SALT CO. displayed various forms of its product.

WASSON COAL CO. displayed lump and small range coal.

MANUFACTURING CO. ine of feed, in charge RAVEN MA displayed of William

BINKLEY COAL CO., like another of the coal companies, ran a guessing contest with a prize of some coal to the lucky winner.

MUNSON STEEL & TUBE CO. exhibited a line of reclaimed boiler plates converted into posts, gates, etc., in charge of L. R. Heikes.

MINNEAPOLIS MILLING CO. displayed buttermilk, feed and flour. Cane yard-sticks bearing the name of Miss Minneapolis flour were distributed.

HOOVEN & ALLISON twine, the brand selected by the Managers' Ass'n for distribution this coming year, was effectively displayed by L. L. Anthony.

KOKOMO STEEL & WIRE Co. featured their Pioneer Fence Posts and Gates among of popular brands. Notebooks were distributed Norman Steen, who was in charge of the

WOLVERINE COAL & MINING CO. displayed lump coal specimens. A. H. Stepp, who was in charge, conducted a contest and gave a prize of some coal for the best guess on some

SHEFFIELD BRICK & TILE CO. gave away convenient ash trays which are easily attached to a desk or what-not. Various brick and tile products were exhibited by O. J. Whittemore and O. L. Krink.

GEORGE P. SEXAUER & SON, in addition to a complete line of seed, seed corn and inoculants, ran moving pictures of the effect of inoculants on growing plants. E. C. Clark, Geo. L. Kurtzweil and L. J. Wahl attended the elaborate display.

orate display.

UNIVERSAL BRAND CRUSHED OYSTER SHELL, the product of the Universal Crushed Shell Co., gave attractive pearl shells to every visitor. Various grades and granulations of their product and the more adapted uses were described by G. H. Gebhart and H. E. Woodford. R. R. HOWELL & CO. displayed a Spout Loader and a Shaft Block equipped with selfaligning Timken bearings. A miniature Winters Head Drive was conveniently arranged for closest inspection. A catalog of all equipment handled was distributed with a large pencil by F. E. Barsaloux.

Souvenirs Distributed.

KING MIDAS FLOUR MILLS distributed their own private brand of cigarettes.

TRANS-MISSISSIPPI GRAIN CO. distributed handy note-books.

[Continued on Page 95]

Supreme Court Decisions

Digests of recent decisions by State and Federal Courts involving rules, methods and practices of the wholesale grain, field seeds and feedstuffs trades

STOPPING SHIPMENT ON BUYER'S INSOLVENCY.—Where seller knew of buyer's insolvency before sale of goods, and did not attempt to exercise right of stoppage in transit after hearing of buyer's death until after delivery of goods to buyer's place of business, it could not assert right of stoppage in transit because it did not exist; the goods already having been delivered.-Henderson Co. v. Webster. Supreme Court of Arkansas. 11 S. W. (2d) 463.

INITIAL CARRIER LIABLE.—Where initial carrier gives thru B/L, of carrier thereby obligates itself to deliver shipment at destination, and becomes lightly for the state of the tion, and becomes liable for all damages accruing to property while in transit over its lines or over lines of connecting carrier, under Rev. St. 1925, arts. 905, 906, irrespective of whether connecting carriers recognized or acted on such thru B/L.—Houston & T. C. R. Co. v. Clement Grain Co. Court of Civil Appeals of Texas. 10 S. W. (2d) 400.

INSURANCE.-Fire insurance policy insuring owner of public storage warehouse against loss on merchandise not owned by insured, "for which they may be legally liable," held to cover only insured's liability for loss of stored goods, and not the goods themselves, and insured was therefore not entitled to recover on policy in absence of showing that loss was due to negligence of insured for which it was liable to bailors.—Orient Ins. Co. v. Skellet Co. U. S. Circuit Court of Appeals. 28 Fed. (2d) 968.

REQUISITIONING OF VESSEL FOR WHEAT.—Where owners of vessel, on being informed that Shipping Board had decided to order vessel to abandon its charter and carry a cargo of wheat, signed wheat charter with Food Administration Grain Corporation to prevent taking over of vessel by government, the Shipping Board did not requisition or take over the vessel, under Act June 15, 1917, c. 29, par. (e), 40 Stat. 182, so as to entitle owners to compensation for loss from abandonment of the existing charter.—Amos Carver v. U. S. Food Administration Grain Corporation. Supreme Court of the United States. 49 Sup. Ct. Rep. 101.

BANK LIABLE FOR DELIVERING B/L WITHOUT PAYMENT OF DRAFT.—Plaintiff, who shipped peanuts to dealer and forwarded to bank draft therefor with B/L attached, is entitled to decree for amount of its claim, without interest, against bank's receiver, with recognition of its equitable lien on the funds in the hands of the receiver, but without prejudice to the rights of any other claimants similarly situated; the bank having detached and delivered to the dealer the B/L without exacting payment of the draft, and dealer having so obtained the nuts and mixed them with those of other, and then delivered to the bank Bs/L for similar quantities of

shelled nuts, and the bank having them charged to its account the draft of the plaintiff and received payment for the nuts shipped thru the sale of such shelled nuts, though the proceeds thereof, when received by it, were mingled with other moneys.—Monticello Hardware Co. v. Weston, receiver of First Nat. Bank of Sylvester, Ga. U. S. Circuit Court of Appeals, 28 Fed. (2d) 672.

Shipper Must Protect Thru Rate.

Smith Bros. Grain Co., Fort Worth, Tex., plaintiff, v. General Commission Co., Kansas City, Mo., defendant, before the Arbitration Appeals Com'ite of the Grain Dealers National Ass'n, composed of W. W. Manning, John S. Green, Geo. E. Booth, Geo. B. Wood and A. S. MacDonald.

MacDonald.
On Jan. 12, 1927, the General Commission Co. wired the Smith Bros. Grain Co. as follows:
"Quote lowest one car each No. 3 or better milo, kafir, Memphis-Vicksburg destined Tariff 122."

122."

On the same date Jan. 12, the Smith Bros. Grain Co. replied:

"Offer car No. 3 yellow milo c. a. f. Laurel, Mississippi \$1.35 or \$1.40 for No. 2 also quote No. 3 milo at \$1.20, No. 3 kafir \$1.15 c. a. f. Memphis or Vicksburg when destined beyond to southeastern points carried in I. C. C. Tariff 122. Wire quick reply."

On Jan. 13, the General Commission Co. replied:

122. Wire quick reply."

On Jan. 13, the General Commission Co. replied:

"Answering book one car each No. 3 milo at \$1.20, kafir at \$1.15, Memphis-Vicksburg or beyond, 10 days."

And on the same date Jan. 13, the Smith Bros. Grain Co. replied:

"Booking one car each No. 3 milo maize, white kafir corn prices named official weights and inspection."

On Jan. 21, the Smith Bros. Grain Co. wired the General Commission Co., for billing directions and receiving no reply wired again on the 22nd, as follows:

"Both your car milo and kafir loaded. Must have instructions today. Milo already on demurrage and today last day of contract. Will bill Memphis unless otherwise instructed by three o'clock today."

To this telegram the General Commission Co. replied on the same date, Jan. 22:

"All right, bill the kafir and milo our order Memphis."

The two cars went forward and were unloaded at Memphis.

Later it developed that billing furnished on these two cars carried a 42-cent rate to Memphis even when destined beyond, while if they had been routed via Vicksburg, Mississippi. a 34-cent rate would have been available to Vicksburg. Smith Bros. Grain Co. contend that if these cars had been forwarded beyond Memphis a 34-cent rate would have been available to Vicksburg. Smith Bros. Grain Co. contend that if these cars had been forwarded beyond Memphis a 34-cent rate would apply but the evidence in the way of official communications from the railroad people show conclusively that 42 cents was the lowest rate which these cars would take into Memphis whether they stopped or went beyond.

The Appeals Com'ite has unanimously decided to approve the finding of the Arbitration

was the lowest rate which these cars would take into Memphis whether they stopped or went beyond.

The Appeals Com'ite has unanimously decided to approve the finding of the Arbitration Com'ite disallowing the claim of Smith Bros. Grain Co., the plaintiff, charging the cost of arbitration and appeals to them.

The Right Basis for Grading Alfalfa Seed.

(Continued from page 115.)

- 2. The brown seeds showed more various abnormal sprouts as shown on chart.
 - The brown seeds showed more rot. The brown seeds showed fewer hard seeds.
- The brown seed normal sprouts showed the greatest vigor.

Green plump seeds are generally lighter in

weight and smaller sized.

Altho the above margins of difference between brown and green seeds are narrower than expected, and the brown seeds show greater per cent of rot, these unfavorable features are very much overshadowed by the marked con-trast of the robustness of the plump brown seeds over the plump green seeds. Since green seed indicates immaturity, therefore a robust

seedling cannot always be produced. The shriveled seeds are the greenest. They are light in weight accordingly and can be removed as shown by the gravity grader treatments of one of the largest lots grown in Idaho last year. This lot could hardly take a Yellow tag but after grading, Blue tags were recommended. This emphasizes the importance of retaining our present tolerance of 5% and 10% regulations. A wider spread of the present Blue tag requirements would leave Idaho without any fancy standard of certified Grimm alfalfa seed.

Frank O'Hearn Dies Suddenly.

Frank O'Hearn, 57, long established and widely known Fort Dodge (Ia.) grain dealer, died suddenly on Jan. 10, as the result of a stroke which he suffered shortly after midnight. When stricken, Mr. O'Hearn was just able to get to the telephone and take down the receiver. As no number came, the operator investigated with the result that Mr. O'Hearn was found prostrate on the floor. He did not lose consciousness until an hour before his

Altho for the past few years Mr. O'Hearn had suffered greatly from rheumatism, being at times partially crippled, the stroke which brought on his death came without warning.

Coming to Fort Dodge twenty-five years ago as a traveling representative for Brennan & Carden, of Chicago, Mr. O'Hearn made his headquarters here for some years before he went into business for himself in 1919. In 1920 he became associated with C. A. Bulpitt in the O'Hearn-Bulpitt Grain Co. The partnership was dissolved in 1927, and since then each of the partners was in business on his own ac-

He is survived by two brothers and two sisters. He had never married.



Frank O'Hearn, Ft. Dodge, Ia., Deceased.

Grain Claims Bureau, Inc. Box 687, Station A. Champaign, Ill.

Freight claim savings of \$100.00 or more per year, are worth making. Audits are made on a percentage basis; no other costs whatever. If examination of your shipping records is permitted, it will save you money.

W. S. Braudt Aud. and Treas. Champaign, Ill.

Harry J. Berman General Counsel Chicago, Ill.

Field Seeds

LANCASTER, KY.-Wm. Barnett has taken over the business of Hudson & Farnau.

KANSAS CITY, MO .-- Andrew & Seed Co. was of late incorporated for \$21,000.

OREGON-GROWN SEED sold in Indiana must be so tagged, according to Dr. H. R. Kraybill, state seed commissioner.

KENTLAND, IND .- The Ainsworth-Boone has completed its large new seed corn warehouse, replacing that burned May 30.

GRAND ISLAND, NEB .- The business and stocks of the Platte Valley Seed Co. were purchased at sale Jan. 12 by James Webb.

CHICAGO, ILL.—The 47th annual meeting of the American Seed Trade Ass'n will be held June 26, 27 and 28 at the Hotel Sherman.

MEDIA, ILL.-Final creditors' sale of the bankrupt E. G. Lewis Seed Co. was held at Peoria, on Jan. 15. Net assets of \$4,167.90 were available for distribution.

KANSAS CITY, MO .- The J. G. Peppard Seed Co. has awarded contract for a major addition immediately west of its plant in the Central Industrial district, to provide twice the space now occupied. The title to the addition is held by the Seed Terminal Co., a holding company owned by the Peppard Co.

NORTH DAKOTA CROP IMPROVE-MENT Ass'n, an outgrowth of the 3-day seed school, was just organized at Fargo. R. H. Points of Crosby was named pres., Jeff Baldwin, Oberon, vice-pres., and O. W. Hagen, Watford City, see'y-treasurer. Plans for an aggressive campaign to put North Dakota cereal seeds on a high plane of purity were adopted.

Directory

Grass and Field Seed Dealers

AMARILLO, TEXAS.

Hardeman-King Co., field seed merchants.

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchants.

CHICAGO, ILL.

Johnson, Inc., J. Oliver, field seeds. Kellogg Seed Co., John L., field seeds.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds

COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else. CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds. KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants. Rudy-Patrick Seed Co., field seed merchants. Tobin-Quinn Seed Co., Missouri Blue Grass.

LIMA, OHIO.

Ackerman Co., The, wholesale grass field seeds. LOUISVILLE, KY.

Louisville Seed Co., clover and grasses

MILWAUKEE, WIS.

Courteen Seed Co., field seeds. Kellogg Seed Co., field and grass seeds. North American Seed Co., wholesale grass & field seeds. Teweles Seed Co., L., field and grass seeds.

MINNEAPOLIS, MINN.

Northrup King & Co., field seeds. Minneapolis Seed Co., field seed merchants.

ST. JOSEPH, MO.

Mitchelhill Seed Co., wholesale field seeds. ST. LOUIS, MO.

Corneli Seed Co., field-grass-garden seeds. Mangelsdorf & Bros., Ed. F., wholesale field seeds.

A BETTER SEED CAMPAIGN is to be conducted in Ontario this spring.

NEW ALBANY, IND.—Scott Seed Co., chartered with capital of \$50,000.

PACIFIC STATES SEEDMEN'S ASS'N will hold its fourth annual convention at the Hotel Del Monte, Del Monte, Calif., on May 21-23.

CHICAGO, ILL.—The John L. Kellogg Seed Co. has secured the services of Frank R. Moorman of Toledo, O., who will take charge as manager of the field seed department. Mr. Moorman is well qualified, having been manager and secretary of the Crumbaugh-Kuehn Co. of Toledo for the past 20 years. He has been a member of the Toledo Produce Exchange since 1910 and served as director and chairman of the seed com'ite.

SEED OATS are likely to be scarce in anada. According to the Provincial Department of Agriculture of Alberta the effects of last summer's frost are reflected in a number of districts in a considerable reduction in the germinating quality of the oats and in a number of cases supplies of oats suitable for seed will have to be shipped in, the Department of Commerce is informed in a report from Trade Commissioner J. Bartlett Richards. Elevator companies have expressed their willingness to assist in the distribution of good seed and farmers are urged to communicate with their local elevator agents as early as possible in order to obviate the possibility of a scarcity occuring during the seeding season.

Series of "Pure Seed" Meetings Scheduled.

A series of "Pure Seed" meetings are sched-A series of Fure Seed meetings are scheduled in North Dakota by the Agricultural Com'ite of the Greater North Dakota Ass'n. A number of Pure Seed Shows have also been

North Dakota seedsmen will also move to have the seed laws of the state strengthened and enforced.

A goodly share of the membership of the recently organized North Dakota Seed Trade Ass'n took advantage of the invitation of Booth, field agent in agronomy, to attend the Seed School and banquet held at the College of Agriculture, Jan. 15-17, at which time the importance of "pure-seed" was stressed to

More dockage in North Dakota grain than ever before on record, including ergot in rye, mixed grains, smut in wheat, is reported by R. C. Miller, in charge of the federal grain supervision office at Minneapolis. The situation and the tremendous losses taken by farmers is getting worse instead of better.

Planting clean, treated seed of true varieties (rather than mixtures), is the only salva-tion for the farmer. All forces are combining in the interests of better seeds, which most people realize means better and more profitable crops.

New American Wheat Approved in Canada.

"Marquillo" wheat, a cross between a hardy, "Marquillo" wheat, a cross between a naruy, rust-resistant durum and Marquis, which was reported would be ready for general distribution by the University Farm, St. Paul, Minn., by 1930, is to be recommended by Dr. J. B. Harrington, of the field husbandry department of Saskatchewan University.
This new strain has rust-resisting qualities,

is of a millable texture, and gives splendid yields.

Tolerance for Impurities in Seed.

By W. D. Hay, Seed Analyst, Montana Grain Inspection Laboratory, Boze-Man, Mont.

Small amounts of single impurities, such as noxious weeds at the rate of two to four seeds per pound or sweet clover in alfalfa at the rate of 9 to 360 seeds per pound, may mean a difference of one to ten cents per pound in the market value of a lot of seed. Realization of this fact forcibly establishes the necessity of a reasonable tolerance for the minor impurities in seed testing.

impurities are of special importance in establishing the grade and price of regis-tered alfalfa seed. As soon as the Montana Seed Growers Ass'n began to market its registered seed under grades based on purity and germination tests made at the Montana Grain Inspection Laboratory, it became apparent that some tolerance must be taken into consideration if the seed were to be graded to the best advantage for both the farmer and the seed

A. J. Ogaard, former sec'y of the Montana Seed Growers Ass'n, was able to get view-points from all sides of the question thru his contacts with the farmers, dealers, and other seed ass'n's. With what information it was possible to gather, it was finally decided that until a study to determine a reasonable amount of tolerance could be conducted, a tolerance double the figure prescribed by the grade would be used. This was applied only to the noxious weeds and sweet clover because other weeds and impurities, when objectionable, usually appeared in quantities large enough to be taken care of by the general appearance of the sample or the tolerance formula established by the Ass'n of Official Seed Analysis of North America.

No reasonable rate or tolerance formula can be expected to take care of every case. Where a difference occurs which is too wide to be taken care of by allowing a reasonable tolerance, new samples should be taken and careful retests made on both the new and original carefuls. inal samples. Such tests should establish the true value of the lot of seed to the satisfaction

Over eighty per cent of the laboratory an-anlyses made upon the same sample are likely to give results within one-half the correct

Therefore, it may be concluded that for important minor impurities appearing in seed samples at the rate of 2 to 360 seeds per pound a tolerance of twice the amount shown in the original report, or in grading alfalfa seed twice the amount prescribed by the grade, should amply cover any discrepancy due to variation in sampling and testing. Where large differences appear in the results of different analyses on the same lot of seed, it is believed that the interested parties should ask for retests. Retests should be made on new samples which have been carefully taken so as to make them thoroly representative of the en-tire lot. Samples which both the buyer and seller agree upon as truly representative are

the most satisfactory for settling disputes.

Minor impurities often exhibit wide variation in different analyses on the same lot of seed. The principal reason for such variation seems to be that in dealing with such small quantities the misplacement of one or two seeds in the mechanical mixing or division of a sample may mean considerable difference in the value of the seed whereas with impurities which appear in larger quantities, one or two seeds have very little effect upon the percentage of impurities or the value of the seed.

A tolerance of twice the amount shown in the original test would seem to be fair in the case of seeds appearing in seed samples at the rate of 2 to 360 seeds per pound. Above that point, one-half the amount shown by the original test should be amply sufficient. The tolerance formula of the Analysts Ass'n as

stated in United States Department of Agriculture circular No. 406 should be used whenever the impurities appear in sufficient quantities to make it applicable.

Where too large differences occur between different tests on the same lot of seed, retests should be made upon agreed samples.

Indiana Wheats from the Miller's Standpoint.

Frank Hutchinson, Before Indiana Grain Dealers Ass'n.

Grain Dealers Ass'n.

Varieties and Characteristics: Flours produced from Indiana wheat have for many years held an enviable reputation in the world markets for their particular adaptation to the production of pastry, crackers, biscuits, etc.

The soil and climate of our state is particularly suited to production of soft winter wheat and these natural advantages have developed the soft milling industry here. The mills of the state are primarily millers of soft winter wheat, using such varieties as Pool, Fultz, Michigan Amber and Mediterranean Long Berry, and on these varieties they have built the reputation of their products. However, within a comparatively small space of years a number of changes have taken place.

Until 20 to 25 years ago, housewives readily

vers, within a comparatively small space of years a number of changes have taken place.

Until 20 to 25 years ago, housewives readily accepted soft wheat flour milled for bread baking purposes. About that time the production of hard winter wheat began to increase rapidly in the southwestern states and the hard winter wheat flour met with favor from the housewife in northern sections. As a result, a considerable volume of business which had formerly gone to Indiana mills was appropriated by southwestern mills and our mills were compelled to seek other markets for soft wheat flour. This was found in southeastern states where the hot biscuit had become famous. Mills also sought connections with cracker bakers and opened connections in foreign markets, so that for the last twenty to twenty-five years Indiana mills have been specializing on Indiana soft winter wheat, shipping the product to those fields where that kind of flour was demanded.

About 12 to 14 years ago a number of the

demanded.

About 12 to 14 years ago a number of the smaller mills of Indiana, feeling the inroads of southwestern hard wheat flours, thought that it might be possible for the farmers of this state to produce hard winter wheat. Purdue Experiment Station accepted the challenge and within a few years developed a hard wheat which largely met the needs of a number of the small mills. But this was found undesirable by practically all of the larger mills, because Michikoff wheat was not of sufficient strength in protein or desirable in other characteristics for making flour for bread bakers. Neither was it suitable for milling into soft wheat flours. In a few years Michikoff was practically an outcast and classed as undesirable, selling at a large discount under soft winter wheat varieties.

Following Michikoff came Purkoff which Purdue developed as a hardy strain of soft winter wheat, but it, too, possessed none of the desirable characteristics for use in either hard or soft wheat milling. Its hardiness, however, attracted considerable following with the farmer and even this year there is considerable of this wheat sown, altho practically all branches of the grain and milling business have discouraged it.

Incidentally during the past year the accept

Incidentally during the past year the acreage sown of Michikoff and Purkoff was the largest in recent years, yet the total crop produced in the state was the smallest in fifty years.

in recent years, yet the total crop produced in the state was the smallest in fifty years.

The marketability of a product is more essential than the ability to produce it. Any product must meet with favor from the consuming public before it can be sold, and in determining the price which the product will bring competition must be considered. In the case at point, the question of the quality produced and the competition from the Northwestern and Southwestern states have been the determining factors. Conditions prevailing in Indiana are decidedly different than those in the Southwest or Northwest. Here we have small farms, operated on a system of crop rotation and diversification, the wheat crop being produced in small plots. Under these conditions the wheat produced cannot compete with the hard wheats produced where quantity production methods are followed. From the standpoints of quality and competition, the production of hard wheat in Indiana is economically unsound. Soft winter wheat has been produced in Indiana for many, many years—it is adapted to our soil and climate; it finds a ready market; a considerable premium over the hard varieties almost every year. It may suffer an occasional year from winter kill but records show that only once in 50 years has the winter wheat crop suffered as much as it did last year. From the standpoint of the Indiana soft wheat miller, the nearest approach that we have to the ideal in soft winter wheat is the Mediterranean Long Berry, Rudy or Michigan Amber varieties. These contain considerable starch, are compar-

atively low in protein and the flour from them contains a gluten of peculiar characteristics which makes it the ideal flour for cracker bakers, and Southern housewives. If any series of experiments are made for the propagation of new varieties of wheat for Indiana, the miller would urge paramount importance be given to quality, and as little deviation as possible be made from the old time varieties.

The Right Basis for Grading Alfalfa Seed.

By Jessie C. Ayres, Idaho State Seed Analyst, before Ass'n of Official Seed Analysts at New York.

Since there is a rapid increase of certified Grimm alfalfa seed production in Idaho, the writer is striving to find the right basis for grading which might determine a better foundation for tag recommendation.

Buyers have always been governed by color. Fine appearance creates further interest in any lot of seed. The seed analyst finds that the subject of cleaning seed well within our tag requirements is a very delicate one, often creating antagonism.

Last winter there were many Grimm growers who were determined in demanding Red or Blue tag recommendations on their poorly cleaned seed. Some even submitted uncleaned samples. This situation has led the writer to start research work for the finding of the stable relation between color and germination. Unfortunately the analytical routine of the laboratory requires most of the analyst's time, so it will necessitate another season to secure further data on this subject.

Twenty-four samples representing the principal seed sections in Southern Idaho were chosen. These received Yellow tags on account of appearance. Four hundred seeds were counted out indiscriminately from each sample; 18° temperature was used. The brown seeds were separated from each set of 100 seeds and arranged on the upper part of the substratum. The normal looking seeds were placed in the central portion of the seed bed, while the green seeds were separated and arranged on the lower part. An indelible pencil was used to mark off these separations. A five and ten day germination period was used.

Strict observation and notes accordingly were

Strict observation and notes accordingly were made of the nature of the abnormal sprouts.

The brown seed contents ranged from 6.5% to 22%, making an average of 13%. One-third of the 24 samples showed the per cent of brown seeds to be 10 and 14% present.

The green seeds were found to range from 2.5% to 25% present, making an average of 11.5%; 1.5% less green seeds than brown seeds. The shriveled green seeds only exceeded the



Kenton D. Keilholtz, Toledo, Ohio, President-elect Produce Exchange.

brown shriveled seeds by 0.28%, making the per cent of light shriveled seed contents of browns and greens about the same.

The total average of the brown and green shriveled seeds was found to be 5.46%, or about one-fifth of the total average discolored seeds. This amount is, of course, perfectly worthless.

Greenness denotes immaturity, and even if very robust seedlings, while those from the even plump green seeds were inclined to be spindly and weak. They could not stand up as well as those from the plump brown seeds.

well as those from the plump brown seeds.

Hardness of seed coats prevailed among the many green seeds are plump they are usually undersized, or underweight, which makes it far more possible to separate them than the plump brown seeds. Many of the later are oversized, while few are undersized. Therefore, these shriveled and undersized seeds can be very satisfactorily separated by gravity grader treatment. It was proven so in many cases last winter. The late Geo. A. Line's seed was a very fine example, His first representative samples all received yellow tag recommendation, but after gravity grading the different lots he received many blue tags and many more red tags. I saw a certain lot remilled over the gravity machine three times at Jerome last fall. The yellow tag separations were made into a paying number of sacks of red tag.

The total average of discolored seeds (plump

paying number of sacks of red tag.

The total average of discolored seeds (plump and shriveled) was 24.50% (13.00% brown, plus 11.50% green). Since 5.46% of this average was shriveled (badly and otherwise) there would be 19.04% of plump brown and green seeds. The per cent of rots, hard seeds and abnormal sprouts shows that off-colored seed even if plump, represents more or less risk. They can never be depended upon. No one can predict the outcome of any such seeds.

There were only 1.40% more of normal sprouts.

There were only 1.40% more of normal sprouts from the brown seeds than from the green seeds, which is a narower margin than expected. The sprouts of the plump brown seeds made green seeds by a margin of 1.77%. The per cent of rot was lower than those of the brown seeds, a difference of 1.05%.

THIS LIMITED PIECE of research work can be summarized as follows:

1. The per cent of shriveled brown seeds was not quite as great as those of the shriveled green seeds.

(Continued on page 113.)



Information never before published on GRAIN DRYING.

Send for your copy of the most complete cauthoritative grain drying catalog ever published. It contains new information in convenient form and should be in the hands of every Elevator and Mill, also Engineers and Contractors. Your library is not complete without a coby.

Write today for yours.

O. W. RANDOLPH CO. Toledo, Ohio, U. S. A.

Grain Carriers

FREIGHT RATES on used sack will be doubled, effective Feb. 1, by the Western Trunk

CAR LOADINGS of grain and grain products for 1928 were second heaviest during the past five-year period, to-wit: 2,511,055 for '28, 2,378,742, 2,363,361, 2,305,731 and 2,570,677 in '24

CARS loaded with grain and grain products during the week ending Jan. 5, totaled 41,798, an increase of 5,083 cars over the same week in 1928, but 2,339 cars below the same week in 1927.

CANALBOATS will be permitted 1½ feet greater width, making the maximum 43½ ft., in passing thru the New York state canals, according to announcement by the Commissioner of Canals.

BUFFALO, N. Y.—Water was reported in the hold of at least two of the steamers tied up here for winter-storage as the result of a terrific gale earlier this month. One of the boats has 356,000 bushels of grain aboard and the other has 267,900.

THE ILLINOIS CENTRAL has appropriated \$8,620,650 for the addition of equipment to better serve the grain and other trades. Some 1,000 box cars and 1,700 coal cars will greatly facilitate rapid movement of carlot shipments and receipts by grain dealers.

PANAMA CANAL tolls in 1928 were \$26,-375,962 on 6,334 commercial vessels. Net operating revenues were \$18,961,564, exceeding the annual interest cnarge of \$16,250,000, leaving a balance of \$2,500,000 to apply on the \$540,-000,000 the Canal owes the Government, according to Gov. Burgess.

GRAIN DRIERS

for

COARSE GRAINS, SEED CORN, BEANS, PEAS, ETC.

ROTARY DRIERS

for

MEAL, GRITS, STERILIZING PACKAGE GOODS, ETC., AND GRANULAR PRODUCTS OF ALL KINDS.

We would be pleased to correspond with you.

ELLIS DRIER WORKS

Division G. L. M. Corp.

1323 S. Talman Ave., Chicago 210 N. 13th St., Philadelphia, Pa. THE GOVERNMENT lost \$200,000 in operating the upper Mississippi Division of the barge line in 1928, according to Gen. T. Q. Ashburn.

TORONTO, ONT.—The traffic com'ite of the Canadian National Millers Ass'n, at a meeting held here on Jan. 3, decided to request the board of railway commissioners to insist that the same reduction as that proposed in rates on grain from Ft. Williams to St. John and Halifax be applied to grain products. The belief of the com'ite was that the proposed reduction in grain rates would result in loss to the export flour business.

RAILWAY MILEAGE built during 1928 totaled 1,025 miles, an increase of 246 miles over that constructed in 1927, and the greatest since 1916. There was a marked increase in the mileage of lines abandoned during 1928, totaling 282 miles. The past three years are the first since 1916 when the miles built exceeded the miles abandoned. Texas ranked first among the states in the construction of new lines in 1928, with a total of 353 miles. Montana ranked second, with 163 miles; Illinois, with 127 miles, was third, and Alabama was fourth, with 124 miles.

Coolidge Recommends More Barges.

President Coolidge has recommended that Congress appropriate \$10,000,000 for the purchase of additional stock of the Inland Waterways Corporation, which funds will be used by the barge line to build barges and boats to handle the commerce that will pass over the lake-gulf waterway when it is completed in 1931.

As soon as it can be done, it is reported, the federal equipment will be sold to private interests, the federal government to be only a temporary owner of the transportation system.

The Illinois Central and Missouri Pacific have adopted an attitude contrary to that of other lines and opposing interests, giving the waterway full aid, apparently believing that the development of export business at the Gulf ports would increase their own traffic and outweigh any disadvantage to them.

Grain dealers save 5 cents a hundred pounds on grain shipments from St. Louis to New Orleans for export. The total traffic on the Mississippi barges in 1927 was nearly a million and a quarter tons, and of this 51 per cent represented joint rail and water transportation.

Portland's Differential Again Attacked.

Following directly upon the heels of the reported brief filed by the Port of Astoria (Ore.) attacking the Portland differential on grain from the Columbia Basin, pleading for a unification of rates for all Columbia River ports and Puget Sound ports, other Washington ports have joined in the attack.

Longview and Kelso filed briefs alleging they are entitled to Portland's advantageous rate, being a shorter haul, which virtually would open up more territory to competitive bidding for grain to include Southern Idaho and other well defined sections of Washington. Longview also claims to be better equipped in the matter of terminal elevators and other plants to handle the crop of the Pacific Northwest than is Portland.

Astoria alleged that the preferential rate enjoyed by Portland is in violation of the Act, and rate structure changes equable to all ports is asked which would eliminate the "vicious doctrine of the Columbia Basin Case which prohibits carriers from meeting this same rate to other points tributary to this grain producing teritory."

These allegations are to be considered with the general grain rate structure investigation, Docket 17,000.

Pool operations in Winnipeg are responsible for the draggy tendency of that market.

—Chicago Tribune.

Grain Removed from "Tolerances" Docket.

Grain has been withdrawn from the "tolerances" docket of carriers, covering a revision of the National code of Weighing Rules, according to an announcement from E. S. Wagner, traffic director of the Millers National Federation.

This means that no effort will be made for the time being by the railroads to include grain under the tolerance provisions of the Western

Trunk Line Com'ite.

New Grain Rates Suspended.

In I. & S. Docket 3224, regarding restriction of thru-joint rates on grain and products to apply only via Memphis when from origins in southeastern Missouri located on the Missouri Pacific R. R. to points in Georgia, Virginia and the Carolinas, the restriction was ordered suspended until Aug. 16 by the I. C. C.

racinc R. R. to points in Georgia, Virginia and the Carolinas, the restriction was ordered suspended until Aug. 16 by the I. C. C.

These proposed schedules were published in Supplt. No. 17 to Agt. F. L. Speiden's tariff I. C. C. No. 1148, and would result in the application of combination rates via the Cairo gateway with consequent increase in through rates ranging from 5 to 10 cents per cwt.

Winnipeg Seeks Short Haul to Hudson Bay.

Winnipeg has been agitating a more direct route to Hudson Bay, according to W. Sanford Evans, chairman of the Board of Trade Special Com'ite investigating the Bay Route.

From Fort Churchill to Liverpool is said to

From Fort Churchill to Liverpool is said to be both shorter and a preferable route, particularly since same is navigable by ocean-going vessels until Jan. 1. Transferring from lake boats to ocean bottoms and the long out-of-line rail haul is also obviated. Railroad facilities already serve Fort Nelson, on Hudson Bay, and additional trackage is under construction to Fort Churchill.

Barge Line Sued by Langenberg Bros.

Langenberg Bros. Grain Co., St. Louis, has filed suit for \$90,000 damages against the federal government, representing loss suffered to 94,283 bus. of grain.

Fire on one of these government barges, which are operated as the Mississippi-Warrior Barge Line, occurred a year ago at New Orleans.

In another suit by a Minneapolis grain firm some time ago the barge line allowed an export rate on domestic shipments to make up for a loss incurred, presumably because no reserve fund was then set up to meet such contingencies.

Horizontal Rate Cut Asked for Pacific Northwest.

A horizontal rate cut of 33½ per cent on all grain coming into the markets of the Pacific Northwest is asked by A. M. Geary, attorney of Portland, representing a number of farm organizations.

organizations.

The plea is based on the advantage to be thereby gained by farmers, the cut enriching them by an estimated \$4,000,000 annually.

"Ruinous competition by Canada" is costing

"Ruinous competition by Canada" is costing Pacific Northwest farmers untold millions each year, according to Geary's charges, since 90 per cent of the wheat produced in the "Inland Empire" is exported to foreign countries, principally to the United Kingdom and the Orient.

Kansas City Approves River Facilities.

The choice of a suitable site for the municipal river terminal, for which Kansas City appropriated \$500,000 last spring, is now in the course of selection.

According to the provisions of federal government, river terminals must be accompanied by an adjoining grain elevator. Consequently, a site must be chosen which will accommodate the greatest amount of traffic with the least effort and expense. (The city will probably not

The GRAIN JOURNAL

build the grain elevator, a proposal being received from private interests at no cost.)

The federal government has already spent millions in developing the Missouri River channel, and recent legislation assures rapid progress on completing the task undertaken. Kansas City interests propose to be prepared in advance for the opening of this outlet to the

Australia-U. K. Wheat Rate Cut 20 Per Cent.

A 20 per cent reduction in cargo rates on wheat and flour shipped to the United Kingdom, South Africa and Mediterranean ports from Australia will be in effect during the first three months of this year.

This action was taken to divert more Australian wheat to Europe, and the difference in rate will be reflected by a preference there for and will also work to the advantage of the Australian grower.

I. C. C. Activities.

Hearing will be given at Grand Forks, Mar. 9 by Examiner Haraman on complaint No. 21614 of the Farmers Grain & Trading Co. v. Minneapolis, St. Paul & Sault Ste. Marie Ry. Co.

Reparation has been awarded Spikes Bros. and others by the Commission for unreasonable rates on broom corn from Texas to Oklahoma prior to July 14, 1928.

In 18729 the Commission held the Domestic Milling Co. was not entitled to interest on de-layed payments of refunds on grain transited at layed payments of refunds on grain transited at Kansas City and Marshall, Mo., in cases where the Chicago & Alton R. R. Co. had not been furnished with documentary proof of movement of the grain from point of origin. Interest accrues only after such proof has been furnished, and the Alton made prompt payment after proof that transit rules had been complied with

Western Roads Add Trackage.

Directly on the heels of the announcement by the Rock Island that it would add 146 miles of track and spend \$25,000,000, comes the announcement by the Frisco, Northern Pacific, Canadian Pacific, Illinois Central and Santa Fe that they, too, would spend millions in laying new track and opening virgin territory. The West expands, while the East experiences abandonment of trackage.

The St.-Louis-San Francisco R. R. will build a new thru route approximately 185 miles long from Amarillo to Fort Worth, Tex.; and the Gulf, Texas & Western Ry. (which the Frisco seeks to purchase) will build 71 miles of new line between Seymour and Paducah, Tex., via Truscott. This will join the proposed 42 mile line the Frisco will build from Vernon to Seymour, Tex. The Frisco also asks trackage rights over the Rock Island from Jackboro into Fort Worth, a distance of 71 miles.

The S. L. S. W. will also build a line from Gideon, Mo., 20 miles to Deering, and from Hornersville, Mo., 11 miles to Leachville, Ark.

The Northern Pacific plans to expend \$15,-000,000 for additions and improvements, although no definite lines have been made public as vet.

The Canadian Pacific will build 1,200 miles of new line into virgin fields, inaugurating an era of railway expansion such as Canada has not experienced since completion of the main transcontinental systems, involving an expenditure of not less than \$50,000,000 over a period of five years.

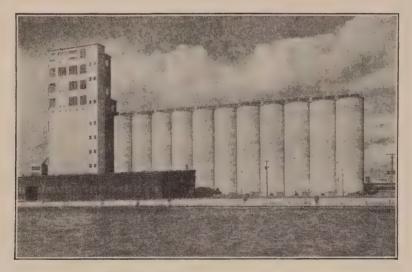
The Illinois Central is also said to be contemplating trackage additions, some 1,000 box cars for grain and 1,700 coal cars to serve better its shippers.

The Santa Fe will spend \$25,000,000 for the extension of new lines now under construction and the relaying of 695 miles of rails for faster freight service. The new lines are from: Cheyenne, Okla., to Pampas, Tex., 80.6 miles; Lane City, Tex., to Thompsons, 35 miles; Hale Center, Tex., to Parmerton, 55 miles; and an extension from Seagraves, Tex., into Lee county, New Mexico, and Lovington, 85.5 miles. Twelve miles of second track will be built Twelve miles of second track will be built from Hutchinson to Burton, Kan., giving continuous second track between Newton and Hutchinson. As a safety measure approximately 328 miles of new automatic signals will be installed on various parts of its lines. Some 2,000 single-sheathed 50-ton box cars will also be purchased.

Railroad development in the Texas area, which has proceeded perhaps faster than that in the history of any section of this country, has been at the rate of over 200 miles per six months. Instead of creating a demand for virgin territory by running a new line thru heretofore unopened sections, railroads of Texas find it difficult to keep service extensions abreast with the voluntary settlement of agricultural and mining interests.

The Millers National Federation Executive Com'ite held a meeting in Chicago on Jan. 9, to discuss legislation affecting the milling industry (including the hearings on tariff re-vision), on tentative plans for holding a 4-day "Mass" convention of millers in connection with the annual meeting of the Federation in the spring or early summer where recreation may be sandwiched in with business sessions.—A. P. Husband, sec'y.

C. J. Kucera has been chosen sec'y and traffic manager of the Southwestern Millers League, and has resigned his position as traffic manager for the Southwestern Milling Co. Originally a railroad man, Mr. Kucera was connected with the Douglas Starch Works at Cedar Rapids and with Wells, Abbott, Nieman at Schuyler, Neb., as traffic expert, studying law nights so that now he has been admitted to practice at the bar in Missouri.



Panama-Pacific Export Elevator, Ogden Point, Victoria, B. C.

A New Modern Canadian West Coast Export Elevator Equipped with

HESS GRAIN DRIE

The World's Largest and Finest Elevators use the HESS DRIER

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Supply Trade

THE greatest business successes of the next ten years are going to be made by the business men who are at the same time the most truthful and most courageous advertisers.

STOCKHOLDERS of the Wisconsin Parts Co., manufacturer of motor truck axles and roller bearing journal boxes for freight cars, will be asked to approve the merger of the company with the Timken Roller Bearing Co,

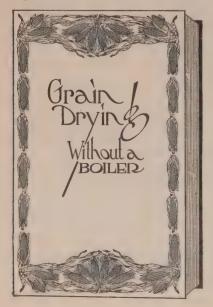
SCHENECTADY, N. Y.—Orders received by the General Electric Co. during the year 1928 amounted to \$348,848,512 compared with \$309,784,623 for 1927, an increase of 13%, Pres. Gerard Swope recently announced. The orders for the December quarter approach to 2021. for the December quarter amounted to \$88,162,-049 compared with \$76,708,532 for the last quarter of 1927, an increase of 15%.

AMERICAN INDUSTRY has found that simplified practice pays, and pays well. If there were no dollars and cents benefits from simplified practice, industry certainly would not stick to the programs. Simplified practice is nothing more or less than a method of reducing variety in the production of sizes, dimensions, types, models, patterns of commonplace com-modities to the number necessary to meet the practical need of the trade. Each year the per-centage of firms following the suggestions of the Division of Simplified Practice is increasing.

SILVER CREEK, N. Y.—The department heads of the S. Howes Co., held their annual banquet at the Shorewood Country Club Jan. 5. A delicious turkey dinner was served. After dinner the party met in the living room where an informal meeting was held, opened by the President of the S. Howes Co., Inc., A. C. Barbeau. Interesting short talks were given on points of interest regarding the building of the Eureka and Invincible line of grain elevator, flour and feed mill machinery. The prize of \$10 for the best suggestion of the evening regarding the business was won by Sales Manager Stanley W. Watson. The prize was awarded by M. L. Barbeau, see'y and treas. of the company. Practically all those present contributed something to the discussion of the evening and went away with thoughts of value.

Grain Drying without a Boiler.

The development of the Randolph Drying System has now reached the point where a whole book is needed to tell prospective users what they should know about the complete line of drying equipment furnished by the O. W. Randolph Co.



"Grain Drying without a Boiler" is the title of a profusely illustrated volume of 64 7x11½ of a profusely illustrated volume of 64 7x11½ inch pages devoted to stating the "Essential Requirements of a Grain Drier," "Drying Various Kinds of Grain," "Drying Seed Corn, Pop Corn, Soy Beans, Seeds, Peanuts, Rice, Coffee and Salvage Grain," "Guaranteed Capacity and Rating," "Amount of Fuel Required," and Comparative Cost of Steam and Direct Heat Drying." Direct Heat Drying.

Whole pages of text matter with engravings explain the mechanical construction of the Randolph Drier and Cooler, the advantages of the Randolph continuous feed self-cleaning grain columns, the uniformity of the air pressure obtained with the Randolph multi-blower fan, the labor-saving grate that sifts ashes, cuts clinkers and dumps clean, the scientific instrument that controls the temperature of the air within three degrees and makes an automatic

How a drier paid for itself every week is shown by an actual test in which one pound of coal removed 9 pounds of water from 56 lbs. of 32% moisture corn, leaving 151/2% moisture corn for shipment at a saving of 193/4% in freight.

So varied are the different sizes and styles of Randolph Driers described in this book no handler of grain whether operating a small country elevator or large terminal house could fail to find a drying equipment adapted to his requirements. Copies will be sent to readers of the Journal making application to the O. W. Randolph Co.

Death of A. T. Sitterly.For some 25 years A. T. Sitterly traveled thru the eastern states representing the S. Howes Co., of Silver Creek, N. Y., and its predecessors. Possessed of a practical and resourceful mind, always was he equal to any emergency which arose. His success on the road led to his being elected sec'y of S. Howes Co., Inc., in 1911. During his six years tenure of office Mr. Sitterly devised many important innova-tions in Eureka Machinery. His was no mean share in building up and sustaining the reputation of Howes products. In 1917 after 35 years with the company Mr. Sitterly resigned to enjoy the fruits of his life's work. On that occasion he was the guest of honor at a testimonial dinner given by his fellow directors.

It was with regret that his co-workers learned of his death Jan. 12 at the home of his son, Ralph at Brooklyn, N. Y., at the age of 82 years. Mr. Sitterly's remains were conveyed to his former home, Schenectady, where the funeral services were conducted.

As a mark of respect to the memory of Mr. Sitterly all activity thruout the Howes Co.'s office, and Eureka and Invincible plants ceased for a two minute period at two o'clock on Tuesday afternoon, at which hour the services were being conducted at Schenectady.

Books Received

CANADIAN Grain Trade Year Book for 1927-1928 is the 7th of the series giving full Canadian grain statistics with summary tables for principal foreign countries and world's production cipal foreign countries and world's production and movement for the year ending July 31, 1928. The figures are detailed, beginning with the deliveries each week by farmers, loadings at country points, inspections, receipts and shipments at all leading points, grain ground by months, each day's prices of cash and futures, exports and their destinations, elevator storage capacity, and contract grades. Indexed for ready reference. Paper, 105 pages; W. Sanford Evans Statistical Service, Winnipeg, Man., \$1.

The Corn-Cob Pipe inventor, Anton A. Tibbe, 70, died Jan. 16. In 1878, Tibbe and Geo. Kahmann began the commercial manufac-ture of the famed "Missouri meerchaum" at Washington, Mo.

Would Repeal Cuban Preference on Wheat.

The Southwestern Millers Ass'n at a special meeting at Kansas City, Jan. 15, adopted a resolution supporting the Garber bill in Congress to repeal that part of the Cuban reci-procity treaty under which Cuba admits from the United States flour made from Canadian wheat in United States mills at the same reduced rate of duty collected on flour made from wheat grown in the United States.

Cuba grants the preference to any flour milled in the United States irrespective of the source

of the raw material.

Millers in the Southwest believe they are kept out of the Cuban market by Buffalo millers who import Canadian wheat in bond free of

of course, the millers of the Southwest also could import Canadian wheat in bond under the law and ship the product to Cuba just as do the Buffalo millers, but their location is so remote from the path of Canadian wheat to market that freight rates prevent their competition with Buffalo millers in this trade.

Buffalo millers feel that the Southwestern

millers are assuming a dog in the manger posi-tion, pointing out that if the Garber bill is enacted Cuba would pay a little more for its flour, but get it direct from Canadian mills, so that the Southwestern millers would not get the busi-

Back of it all is the question whether Congress intended that the Cuban reciprocity arrangement should benefit the United States manufacturer or the producer.

A lighted radio tube is no proof that the tube is still good. Should the signal strength of the market you tune in on be too weak for satisfaction, try a new tube in the vari-ous sockets until the dead one is discovered. Farmer-customers are listening in on the same market and will take advantage of the dealers' ignorance thereon every time.

Cipher Codes

Universal Grain Code: The only complete, the most up-to-date and latest grain code published. Effects a greater reduction in tolls than any other domestic code. Code words for the U. S. Standard Grades of Wheat, Corn and Oats. 150 pages, 4%x7 inches. Price, leather bound, \$3.00; paper, \$1.50.

Robinson Telegraph Cipher Code: With I supplements, for domestic grain business. eather bound, \$2.50; cloth, \$2.00.

Millers Telegraphic Cipher: (1917) For e milling and flour trades. 77 pages, 3%x inches. cloth bound. Price \$2.00.

Cross Telegraphic Cipher Code: 9th edition revised for provision and grain trades. 145 pages 4½x5% ins. Cleth bound. Price 33.50.

145 pages 4½x5% ins. Cleth bound. Price \$3.50.

A. B. C. Improved Fifth Edition Code, with Sup.: Reduces cable toils 50% thru use of five-letter words, any two of which may be sent as one. Price in English, \$20.00.

Bentley's Complete Phrase Code: Contains nearly 1,000 million code words, ary two of which can be sent as one word. Thratis use a saving of 50% can be effected in cablegrams. Appendix contains decimal moneys and list of bankers. 412 pages, 3½x10½ inches. Bound in cloth, leather back and corners. \$15.00.

Baltimore Export Cable Code: Hinrich's fourth edition, compiled especially for export grain trade. 152 pages 6½x9 inches, bound in leather. Price \$15.00.

Riverside Flour Code, Improved (5 letter revision) Sixth Edition. Retaining the essential features of the 5 edition published in 1901, for use in domestic and export trade. Size 6x7 inches, 204 pages. Bound in flexible leather, \$12.50.

Calpack Code (1993) is designed to succeed and replace the codes published by the J. K. Armsby Co., and the California Fruit Canners' Ass'n in the fruit and vegetable packing industry. Size 6%x3½ ins. \$55 pages, bound in keratol. Price \$10.00.

All prices are f. o. b. Chicago.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL 209 So. La Salle St., Chicago, Ill.

Feedstuffs

ARCO, IDA.-The Arco Alfalfa Mill was opened for a brief run this month.

ST. CHARLES, MO .- G. R. Meriwether and associates propose opening and operating the St. Charles Rice Mill.—P. J. P.

TOLEDO, O.—Frank Bowes is now in charge of the plant of the Kasco Mills. Charles Kieser has resigned from this connection.

E. ST. LOUIS, ILL.-L. G. McMillen has succeeded George A. Sackman as manager of the Wayne Feed Mill, operated by The Mc-Millen Co., of Ft. Wayne, Ind.

FALL CITY, WASH.—The Fall City Mill & Feed Co. will replace its \$5,000 alfalfa meal mill lost by fire by a larger plant, to be completed in ample time to handle the 1929 crop.

LAFAYETTE, IND.—The Crabbs, Reynolds, Taylor Co. has about completed its new plant for the manufacture of "New Idea" feeds. Three stories were added to its 2-story building.

PEORIA, ILL.—The Peoria Milling Co. has the erection of a \$25,000 feed manufacturing plant well under way. This company proposed building a plant some time ago, but progress has been held in abeyance for several months.

ST. LOUIS, MO.—The feed com'ite of the Merchants Exchange is now composed of the following: E. C. Dreyer, chairman; H. B. McCormick, vice-chairman; A. C. Bernet, Edw. Drescher, R. E. Chamberlain and Elsor Heater.

INDEPENDENCE, MO.—The Quisenberry Feed Manufacturing Co., Kansas City, Mo., has acquired the property of the former Good-Morn Products Co. The Farmers & Poultrymen's Milling Ass'n has been formed to oper-

MINNEAPOLIS, MINN.-Maney Brothers Mill & Elevator Co. has added a \$25,000 molasses feed mixing unit. The company will also distribute molasses in barrel lots for Penick & Ford Co. S. T. Edwards & Co. of Chicago supervised the installation.

MINNEAPOLIS, MINN.—A. A. Nixon & Co. of Omaha have opened a feed jobbing of fice in the Flour Exchange. The firm specializes in linseed meal, cottonseed meal, live stock feeds, etc. A. E. Neass, formerly with Fruen Milling Co., is in charge.

PINE BLUFF, ARK.—The Whyte Feed Mills, Inc., is now having its manufacturing plant remodeled and repaired and is installing new equipment. The work represents an investment of over \$30,000. The reconditioned plant will be ready for operation again on

DENISON, TEX.—A molasses feed plant and new grinding department are among improvements recently completed in a \$40,000 building program inaugurated by the Knaur Grain Co. A variety of nine different poultry feeds, two dairy feeds and one hog feed are manufactured.

FRESNO, CALIF.—Barsan Bros. & Co. will erect a \$30,000 cereal manufacturing plant. The firm operates under the name of the Sun-Maid Boulgour Cereal Manufacturers and has been housed in smaller quarters in Fresno. Work will start before June 1 at least. The structure will be 350×300 ft.

MINNEAPOLIS, MINN.—The American Milling Co. of Peoria, Ill., who recently acquired a membership in the Chamber of Commerce, has opened an office in charge of Ray Ebner, formerly associated with the Hallet & Carey Co. A 30 per cent linseed meal will be among the lines of feed specialized in. BOWLING GREEN, O.—The Frank L. Meyers Co. will remodel the H. M. Jay Laboratories into a modern mineral feed manufacturing plant, which will be operated. Officers interested in this new enterprise are: Henry Neiman, Elmore, pres.; Geo. O. Hopper, Bowling Green, vice-president; Frank L. Meyers, Toledo, sec'y-treasurer.

VANCOUVER, B. C.—G. H. Crabree is now in charge of the poultry and dairy feed departments of Buckerfields, Ltd. Numerous mechanical improvements have been completed, including the installation of a molasses unit. An especial effort will be made to educate feeders to the value of using scientifically compounded feedstuffs, the art of mixing which is the perfected accomplishment of Buckerfields'

PEORIA, ILL.—The Corn Products Rewith headquarters in New York, has acquired one-third interest in the American Milling Co. of Peoria. This move is in line with the policy of big business today, providing greater service thru personal representation at strategic points. The American Milling Co. is one of the largest mixed feed manufacturing companies, which will now aid in the distribution of greater quantities of corn gluten.

CHICAGO, ILL.-Directors of the Ameri can Dry Milk Institute, meeting here, voted to appoint Prof. Roud McCann as director to succeed Dr. H. E. Van Norman, who is to head the newly co-ordinated research and educational department of The Borden Co. He is a nationally-known figure in dairying circles, with many years of experience in executive work of ass'ns and as director of agricultural extension for the state of Colorado. Prof. McCann assumed his new duties on Jan. 15.

PEANUT IMPORTATIONS will be dutiable at a 50 per cent increase, effective about Feb. 25. Imports have totaled around 5,000,000 pounds annually, mostly from China. It was found in the investigation that the average cost of producing domestic Virginia type of peanuts, including interest and transportation, was 9.165 cents per pound for unshelled, delivered to New York, and 11.284 cents per pound of shelled delivered to Chicago. The cost of the Chinese delivered to San Francisco was 4,917 cents per pound for the unshelled and 5.306 cents per pound for the shelled.

JACKSON, MISS.—The Betta Feed Mills and Gober's Great "8" Milling Co. were consolidated. Mr. W. T. Gober retired and severed all relationship with the latter company. The name of the last named concern has been changed to the Great "8" Mills, and all buying will be done in that name, although the identity of the Betta Feed Mills will be maintained. This consolidation has effected great economy, in buying, selling and manufacturing. The maximum capacity of the two mills was five hundred tons per day. The new officers and directors are: Fred Schlafly, pres.; John K. McDowall, vice-pres., treas. and general manager; Hubert J. Schlafly, sec'y.

New Trade Marks for Feedstuffs.

LOUIS SANDERS, Brussels, Belgium, filed trademark Ser. No. 259,506, the word "Provendeine," particularly descriptive of foodstuffs in powder form to be mixed with stock foods for increasing their nutritive quality

BLATCHFORD CALF MEAL CO., Waukegan, Ill., filed trademark Ser. No. 276,018, a compas with "All Around" on black background covering lower third, particularly descriptive of

egg mash, meal comprising a compounded ground feed composed of cereals and other suitable ingredients for poultry feed, and particularly for hens and chickens.

Memphis Opens Feed Futures Market.

Futures trading in cottonseed and cottonseed meal commenced in an especially built pit on the floor of the Memphis Merchants Exchange on Jan. 15. The sponsors of this new trading in feedstuffs believe "the market should prove of inestimable value to merchants, ginners, planters, oil mills and banks throughout the cotton-producing territory, and to feed mills

This is the first futures trading market in this commodity to be established in the coun-try, and may lead to trading in millfeed fu-

Maximum daily fluctuations in this new cottonseed and meal futures pit is limited by rule to \$2 a ton or 40 points, quotations being in 5c breaks. Job lots of 25 tons, cannot be combined into contracts of 100 tons, the unit of trading.

Trading in the current month is limited the rules to the twenty-fifth of the month. Contract grades include "prime" of 41 per cent protein content. Deliveries must be made at Memphis. Commissions are fixed at \$15 per 100 tons and \$10 per job. Trading hours are from 10 to 1:15 daily except Saturday, when the hours are 9:30 to 11:30.

Several grain, commodity and provision futures houses are numbered among the 25 members of the organization sponsoring this move.

Adulterations and Misbrandings.

Planters Cottonseed Products Co., Dallas, Tex., shipped 40 sacks of misbranded cottonseed meal to Worland, Wyo., deficient in protein, according to the federal findings, which imposed costs and the execution of a \$500 bond on March 29.

Quannah (Tex.) Cotton Oil Co. shipped 120 sacks of adulterated and misbranded cotton-seed meal and cake to Des Moines, N. Mex., deficient in protein by 2½ per cent. On Dec. 30, 1927, costs and the execution of a good and sufficient bond, conditioned in part that the product be relabeled to show the true protein content, was imposed.

Humphreys Godwin Co., Memphis, Tenn., shipped 500 sacks of misbranded cottonseed meal from Uniontown, Ala., to Winooski, Vt., deficient in protein, according to federal investigators. On Jan. 4, 1928, costs and the execution of a \$1,000 bond was ordered, conditioned in part that the product not be sold or otherwise disposed of contrary to law.

Terminal Oil Mill Co., Oklahoma City, Okla. consigned 65 sacks of misbranded cottonseed cake to Pueblo, Colo., deficient in labeled protein content, according to federal authorities. On Feb. 13, no claimant having appeared for the property, judgment of condemnation and forfeiture was entered, and it was ordered by the court that the product be relabeled to show the correct analysis, and sold by the U. S. marshal.

Americus (Ga.) Oil Co. shipped various con-

show the correct analysis, and sold by the U. S. marshal.

Americus (Ga.) Oil Co. shipped various consignments of adulterated and misbranded cottonseed meal and cottonseed feed into Florida, which was deficient in protein (ammonia) and fat and containing excessive fiber and substitution of cottonseed feed had been made for second-class cottonseed meal, according to federal charges. On Feb. 13 a plea of nolo contender to the information was entered on behalf of the defendant company and the court imposed a fine of \$100.

R. N. Neal & Co., Tiptonville, Tenn., shipped 19 tons of misbranded cottonseed meal to Thurmont, Md., deficient in labeled protein content, according to federal allegations. On Jan. 9, 1928, the Lake County Oil Mills, Tiptonville, Tenn., appeared as claimant and the property was released upon payment of costs and the execution of a \$2,000 bond, conditioned in part that it not be sold or disposed of until relabeled to conform with the law.

International Sugar Feed No. Two Co., Memphis, Tenn., shipped quantities of adulterated or misbranded hog and dairy feed into Kentucky, according to federal accusations. The hog feed, which was deficient in protein, contained little, if any, red dog flour and corn gluten feed and only a trace of linseed oil meal. contrary to labeling; and the dairy feed, also deficient in protein, confeed meal, which were substituted for labeled ingredients. On April 2 costs and a \$300 fine were imposed.

The GRAIN JOURNAL.

Missouri Feed Law Revision Proposed.

Inspection stamps or tags will have to be added on all feedstuffs sold in Missouri, in addition to the usual information, if House Bill 67 is passed.

A hearing was held at Jefferson City on

Jan. 23.

Stamps are to be issued by the state agricultural board at the rate of 5 cents per ton.

States Feed Laws Digest Revised.

A digest of feed laws of all states, which is compiled by L. F. Brown, Chicago, sec'y of the American Feed Manufacturers Ass'n, which

is leased to members, has been revised to date.

Alabama, Mississippi, New York and Tennessee have made changes in their laws, which are covered in the six new sheets issued for

This is but one of the benefits accruing to the membership of this active organization.

Metal Tags Dangerous to Cattle.

Metal fasteners on feed bags have been pro-

hibited by several states, and a reader wishes to know WHY.

The North Carolina Board of Agriculture The North Carolina Board of Agriculture deemed the metal fasteners injurious to the alimentary tract of animals, particularly to dairy cows. The Millers National Federation, the American Feed Manufacturers Ass'n, the Piedmont Millers Ass'n, and several other equally important organizations favored the use of round-cornered metal tags, but all arguments have been of no avail. State authorities still incline to the belief that an animal's ties still incline to the belief that an animal's digestive tract would still be subjected to pierc-

While the metal tag is less expensive, and probably much easier applied, still interests allied with the farming industry bitterly oppose use of metal fasteners of any description with loud cries of "dangerous." Shipping tags are likewise affected in these same states.

Magnetic separators are particularly recom-mendable to keep injurious metal out of feed.

Good Feed Business Predicted.

"I see nothing to prevent 1929 proving a good year for the mixed feed industry," said O. E. M. Keller, manager of the feed department of J. J. Badenoch Co., to a Journal representative a few days ago. "While the hatcheries and the poultry industry have been and are suffering from over-production, prices have remained consistently high on milk and beef cattle. Hog prices have not stayed up but the hog feeders have been able to buy corn reasonably cheap until just recently. The effects of high priced corn is beginning to be felt in the mixed feed industries by increased demand for hor feed.

for hog feeds.

"The population of dairy cows, beef cattle and hogs is reasonably high. The demand for mixed feeds, of course, fluctuates with prices, and it is difficult to tell how much the market will absorb at the increased prices which must follow high priced grain. If the margin be-tween the costs for mixed feed and the price at which the product can be sold becomes too nar-row feeders will find substitutes and reduce

the demand for feeds.

"Perhaps one of the biggest factors in the growth of the commercial mixed feed industry in recent years has been the farm buros, cooperative institutes, agricultural colleges and like agencies. While it is true that many of these have interfered with the regular channels of trade by seeking to go around the middleman, it is equally true that they have educated the farmers and feeders to feed a balanced ration.

"This educational process has been going on for several years and has done much to bring about the present big consumption of commercial mixed feeds. Farmers and feeders have come to appreciate their opportunities to increase production thru use of tested and carefully analyzed formulas such as reputable feed manufacturers put out." Sunflower Seed in Poultry Feed.

The poor returns from oats and relatively high returns from other crops has led farmers in some parts of the corn belt to seek more profitable crops which can be grown in rotation with corn. A few districts in the central and eastern part of Illinois have turned to sunflower seed. The market for this commodity is found principally among the manufacturers of poultry scratch feeds.

Sunflower seeds contain approximately 15% protein, 21% fat, 2½% ash and 29% fibre. Their fat content is apparently of greatest importance, accomplishing a gloss on the feathers of the birds to which they are fed. fibre content is generally considered high, but some feeders contend the birds get plenty of concentrates, and this extra fibre does no

Cake from well-hulled sunflower seed contains a high percentage of digestible crude protein and has a wide range of uses in feeding domestic animals, particularly sheep and horses, accomplishing a glossy finish on the animals.

Ohio's Feed Law.

Ohio's Feedstuffs Law provides for a registration fee of \$20 for each brand for each calendar year or portion thereof. Exemption from license liability is provided for hay, straw, whole seeds, unmixed meal made directly from the extinct of the continuous straws. the entire grains of wheat, rye, barley, Indian corn, buckwheat, broom corn, pure wheat bran and meat middlings, not mixed with other substances, when sold separately as distinct articles of commerce, also the entire grains of wheat, corn, rye, oats, barley, buckwheat ground to-

It provides for labeling the container or indicating on a tag attached: Net weight, name, brand or trade mark; name and post office address of manufacturer, minimum percentage of crude protein, minimum percentage of crude fat, maximum percentage of crude fibre, names

ingredients.

Penalty for violation is a fine of not less than \$50 nor more than \$200, and liability for

damages sustained.

This law was enacted for the purpose of protecting dairyman, stockman, and farmer in purchasing commercial feeds. Secondarily, it is a protection to the manufacturer against unscrupulous competition. At the present time, practically every state has a regulatory law controlling the manufacture and sale of feedstuffs, and the feed manufacturing industry as a whole has welcomed such legislation.

The Ohio law, while its phraseology is somewhat confusing, is more reasonable in many of its provisions, than the control laws of other states. Especially with reference to the manufacture and sale of wheat feed or flour mill by-products. Pure bran and middlings, that is, products free from either ground or unground screenings are exempted from license liability. Shelled corn and oats chop are also exempted. In the major portion of the states, such products are liable for license.

A great many of you perhaps can recall the time when there was no need of a regulatory law as far as the manufacture and law as far as the manufacture and sale of wheat mill by-products were concerned. Feeders and nutritionists did not know the value of these products as a feed. Consequently, there was no demand for them. They were generally burned or permitted to run in the mill race. There was no incentive for adulterating a product for which there was no demand.

At the present time approximately five million tons of wheat feeds are consumed annually in the United States. Imports are averaging

two hundred tons a year.

Including Ohio, fourteen states of the Union have Feed Control Laws, providing for a straight brand tax. Fifteen states have laws providing for a tonnage or inspection tax. Ten states have laws making no provision for fee or tax. Five have laws providing for a combined registration fee and tonnage tax. And the state of Wisconsin has a law pro-

viding for either a brand or tonnage tax, making it optional with the manufacturer as to choice. The major portion of the manufacturers have elected to pay the brand tax.

C. H. March of Litchfield, Minn., has been nominated to be a member of the Federal Trade Commission, to succeed Abram F. Myers, resigned.

SUNFLOWER SEED

New Crop-Recleaned

Carload or Less Carload.

Write or Wire for Prices.

J. F. Van Gundy & Son Room 209 Suffern Bldg., Decatur, Ill.

BOWSHER Crush Feed Mills Mix

Rapidly crush ear corn (with or without husk) and grind all the small grains; either separately or mixed—mixed as they are being ground—not before or after. This saves time and labor. "COMBINATION" MILLS



"COMBINATION" MILLS
Use the famous ConeShape burrs. Light Draft.
Large Capacity. Solidly
Built. Long Life. Special sizes for the milling
trade. Sacking or Wagon
Box Elevator. Circular
on request.
The N. P. Bowsher Co., South Bend, Ind.

SHIPPERS OF

RED DURUM

Sulphured and Natural Oats **Barley Buckwheat and other** grains for poultry feed

ARCHER-DANIELS-MIDLAND CO.

Grain Department

MINNEAPOLIS, MINN. Elevator Capacity, 2,500,000 Bushels

"Feeds and Feeding"

By W. A. Henry and F. B. Morrison.

The recognized authority on feeds and feeding. Careful study of this book by elevator operators who grind and mix feeds will place them in bet-ter position to advise their farmer patrons as to the best in feeds. Keep it in your office within easy reach of your patrons and encourage their read-

Contains valuable formulae and suggestions on feed ingredients, proportions, etc.

Price \$4.50, f. o. b. Chicago.

Grain Dealers Journal 309 S. La Salle St., Chicago, Ill.

Feeding Schools Increase Confidence in Manufactured Feeds.

Dairy feeding schools have done much to educate feeders to the value of commercially mixed feeds in the state of Kentucky. Application of theoretical principles and discussions of individual problems have built good will and started feeders on the path of greater pros-

An understanding of the value and effect of proteins, vitamins, etc., in a balanced dairy ration, is determined to lead to bigger sales of prepared feedingstuffs. More of this edu-

cational work is needed.

Kentucky Feed Control Report Optimistic.

The spirit of co-operation of the manufacturer and the distributor and feeder alike is reported for 1928, by Dr. J. D. Turner of the Kentucky Feedingstuffs Department. The man-ufacturer is educating the feeder to know and better appreciate the fundamentals of balanced feeding rations, which service builds good will for the entire industry. Good feed is being turned out, and the requirements of the law complied with.

Deficiency in protein in some grains was noted, due to excessive rains, lack of sunshine, etc. No bad results from feeding scabby bar-ley were learned of. Delinquent manufac-turers and distributors caused some trouble,

but this was not unexpected.

California Feed Violations 17%.

Of the 1,000 samples of feedingstuffs examined by the California laboratory about 17 per cent were found to be in violation of the state feedingstuffs act, according to an annual summary by Dr. M. E. Jaffa.

About 44 per cent of the total violations were

found among laying mashes, 15 per cent among dairy feeds, and about 13 per cent in chick mashes, for a total of 72 per cent.

Carelessness or negligence on the part of the manufacturer, and the fact that some manufacturers did not have analyses made often enough of their mixtures, is attributed as the cause for most violations. Some relied on the ingredients analyses found in texts used extensively by the trade in figuring their guarantee analyses. Some manufacturers added too much roughage and thereby lowered its nutritive

The bright spot of the year is that no adulterated samples were reported due to the admixture of injurious or even harmful ingre-

Outlook for Feed Business Is Good.

"From the mixed feed manufacturing standpoint," said W. E. Suits, pres. of the American Feed Manufacturers' Ass'n, in an interview a few days ago, "1928 was a good year, just about the best since the war. The carryover into the present year and all present indications point to equally good business in 1929. "Corn and oats in 1927 were poor crops and

farmers forced consumption. Both these crops were good in 1928 and the farmers haven't found it necessary to force consumption. This

has helped the mixed feed business.

"The poultry crop was light in the spring of 1928, but all indications at present point to a normal or better than normal poultry crop for

the coming spring.

"Normal increases in the poultry and livestock population of the country are broadening the market for commercial mixed feeds. large part is also played in this connection by the growing knowledge of feeding problems on the part of feeders, who are constantly coming to greater appreciation of the work done for them by the mixed feed manufacturers. best manufacturers are responding by making every effort to improve their formulas and make them more productive.

"The year of 1929 looks like it will equal or surpass 1928."

Cod Liver Oil Satisfactory for Rickets.

Cod liver oil, exceptionally rich in vitamin D, proves satisfactory when added to a rick-itic ration to the amount of one-half-of-oneper cent of the ration, according to preliminary tests conducted by the Wisconsin Experimental Station.

Average oils should prove satisfactory when added to the proportion of one per cent.

Tests will be conducted using up to 3 per cent by the newly formed Feed Inspection Division to determine if various oils have any value in a rickitic ration as a carrier of vita-

Offering a Feed Service.

Confronted by Illinois feedingstuffs laws requiring license for each brand and the responsibilities of analysis and accurate maintenance of formulas, an Eastern Illinois dealer, operating a feed grinding and mixing unit, developed an extensive community trade on preparing mixed feeds according to the formulas sought by the feeders in his vicinity. Illinois law, as most state laws, permits selling feed ingredients separately and grinding and mixing them to order of the buyer.

Estimating the tonnage he might hope to develop on a feed of his own manufacture and the number of brands that would be necessary to meet the diversified demands of his trade this dealer found the volume on each brand would be comparatively small and reflected that the license fees would add a considerable sum to the overhead of his small establish-Bags and printing of the trade marks and formulas would further increase the cost so that the volume he could sell locally would not give sufficient recompense for the labor responsibilities involved. Brand registration fees would be the same price whether he sold one bag or several thousand.

With a hammer mill and a batch mixer cry ing to be kept busy, and a large number of feeders in the community, the answer was obvious. The dealer put in a stock of feed ingredients, sufficiently large and sufficiently varied to permit making up any formula which a feeder might desire.

Then he wrote to several of the state agricultural colleges and obtained a list of formulas for poultry scratch feeds, growing and laying mashes, hog feeds, dairy rations and others. These were carefully filed for easy reference with the various other data concerning them.

He kept his name on the mailing lists for the results of experiments on feeding as conducted by several of the leading experiment sta-

When a farmer came in and asked for a feed for a certain purpose, the dealer was pre-pared to look up formulas to meet the demand, sell the ingredients, and grind and mix accordingly, taking a profit on the ingredients, a profit on the grinding, and a profit on the mixing.

Several of the larger farmers had formulas of their own, which he was glad to prepare. The formula he kept on file so that the farmer needed only to phone to have his feed made up and waiting for him when he came to town; or John Jones could get the same formula by simply saying "I want a couple of tons of the same kind of dairy feed Bill Brown is using."

The dealer advertised in his local paper to the effect that he was prepared to mix formulas to order. He further promoted the business by taking an interest in the feeding problems of his patrons and talking up the subject when patrons came in with their woes.

In addition he sold a large tonnage of leading brands of commercially prepared rations, also flour, corn meal, chop, salt and similar

This dealer has developed a profitable local business that he can watch in all its details and is prospering, as his enterprise deserves.

Southern Feed Officials Make Recommendations.

The recommendations of the feed control officials of Southern states have made public certain definitions for mixed feeds for full consideration and critical suggestion. proposed changes or modifications should be submitted to G. S. Fraps, College Station, Texas, chairman of the com'ite of the South Central States Ass'n of Food, Feed and Drug Officials consists of the South Control States States Ass'n of Food, Feed and Drug Officials consists of the South States States Ass'n of Food, Feed and Drug Officials consists of the South States States Ass'n of Food, Feed and Drug Officials consists of the South States Sta

Officials appointed therefor.
Feed control officials of Southeastern states, it will be remembered, held a meeting in Birmingham on Nov. 28 to report findings and make recommendations fostering uniform feed laws, which are to be presented before all state

legislatures.

Definitions for consideration are:

Dairy or cow feed is a feed for cows giving milk, intended to be fed in addition to silage, hay or other roughage.

Dairy or cow ration is a feed for cows giving milk, intended to be fed without hay, silage or other roughage.

Horse and mule feed is a feed for horses and lules, intended to be fed in addition to hay or

Horse and mule ration is a feed intended to arnish a complete ration for horses and mules.

Hog feed is a feed intended to be fed hogs receiving grain or other feed.

Hog ration is a feed intended to be fed to egs without other feed.

Laying mash is a feed intended for laying hens that are also receiving scratch feed.

Growing mash is a feed intended for growing chickens which are also receiving scratch feed. Starting mash is a feed intended for baby chicks, to be fed with scratch feed up to about four or eight weeks old.

Starting mash ration is a feed intended to be fed baby chicks without scratch feed.

All-mash poultry feed (poultry fattening ration) is intended to be fed fattening poultry which do not receive any scratch feed.

All-mash laying feed (poultry laying ration) is a feed intended for laying hens which do not receive any scratch feed.

All-mash growing feed (poultry growing ration) is a feed intended for growing chickens which do not receive any scratch feed.

Poultry grains or scratch feed consist of whole or broken grains, suitable for poultry, not more than 1 per cent of which should pass thru a 10-mesh sieve.

Baby chick scratch feed consists of fine broken grain or feed suitable for baby chicker Not less than 99 per cent should pass thru 6-mesh sieve and not more than 1 per ce thru a 14-mesh sieve.

Feed Quality Better.

The undue proportion of protein deficiencies found in some of the high protein concentrates, especially animal by-products and cottonseed meals is the most serious condition existing at the present time, according to a review of the year 1928 by Arthur W. Clark, feed control official of Geneva, N. Y. This condition exists not only in New York, but in nearly every other state as well.

Protein deficiencies of these concentrates is rather a serious matter for the home mixer and small manufacturer who mixes feed according to a certain formula without chemical control on the ingredients that go into the feed or on the resultant mixture. Readjustments in the formula can be made in the larger mixing plants so that the finished prodis made more nearly uniform, so this condition lessens the products to a lesser degree where chemical control is exercised.

In New York state there are a considerable number of small mills equipped for grinding wheat, corn and buckwheat, together with such custom grinding as the local trade requires, and quite a goodly number of these mills are supplying ready mixed dairy and poultry feeds. The Cornell formula poultry mash and the 20 and 24 per cent protein dairy feeds predominate in the ready mixed rations put out by local manufacturers, and, for the most part, are compounded from good quality ingredients.

Madeira has revised its duty on imported wheat from 0.005 to 0.008 gold escudo per

Feed Grinder

LYNDON STATION, WIS.—Fire totally destroyed the Havey Bros. Feed Mill.

CAMBRIDGE CITY, IND.—Nelson Woodhead has placed his new feed mill in operation.

MENDON, ILL.—The new molasses feed mill of the Ursa Milling Co. was recently

STANTON, VA.—John L. Hoy, 59, partner with his two brothers in the Hoy Brothers Feed Mill here, died during December.

LEAVENWORTH, KAN .-- The Leavenworth Feed Mills have succeeded the Cran-ston-Liggett Grain & Feed Co., manufacturing a complete line of feeds.

MARSHFIELD, WIS.—The Uthmeier-Hintz Feed Mill and warehouse was just sold to the Farmers Co-operative Produce Co., which will operate it in conjunction with its mill. L. J. Radlinger will now be in charge of both plate.

MONTEVIDEO, MINN.—New machinery, including a feed grinder, corn cracker and oats huller were just installed in the building leased for the purpose by the Chippewa Milling Co. O. E. Zimmerman of Frontenac, Minn., will be in charge of the plant.

PAUL'S VALLEY, OKLA.—The Paul's Valley Grain & Seed Co.; of which J. A. Lollar is manager, has installed the latest type feed grinding equipment in a newly acquired 75x50 ft. building which is large enough to handle the compounding of dairy and poultry feeds to couply the extractory. feeds to supply the entire county.

Mineralized Rations Prevent Crooked Breast Bones.

For many years the theory that crooked breasts in turkeys were an inherited characteristic and a breeding problem remained undisputed. Investigational work by some of our experiment stations, feed manufacturers, and individuals, has proven such crooked breasts are largely due to lack of the proper portion and kind of minerals in the ration. This identifies crooked breasts in turkeys as a putritional fies crooked breasts in turkeys as a nutritional

Manifestation of crooked breast bones turkeys marks such individuals as No. 2 birds, which receive a considerably reduced market which receive a considerably reduced market price. Unfortunately, the cost of producing No. 2 birds is no less than that of producing strong-boned, straight-breasted No. 1 stock, which brings top prices.

A careful check kept on 5,000 turkeys raised under semi-confined conditions developed highly

interesting features in this connection. birds were fed a mash ration supplemented with Minrol-Protin, a complete mineral mixture and scratch feed. All the birds had access to a limited alfalfa range.

At 15 weeks of age these turkeys weighed 10 lbs. and the number of crooked breast bones

was negligible, averaging less than 1%. No single flock graded less than 99% No. 1 birds.

The superiority of mineralized rations in developing strong, straight-breasted birds was again demonstrated in a comparison of 6 carloads of turkeys from Colorado.

Mrs. Take Portle's turkeys from Orderes.

Mrs. Jake Pantle's turkeys from Ordway, Colo., Minrol-Protin-fed, had fine, strong, straight breastbones and big frames, and were

judged the finest in the entire six carloads. Mrs. Pantle marketed 225 Narragansetts at Thanksgiving time last year and there was not a single crooked breast bone in the entire lot.

A New Type Feed.

A new-type feed is now being made and marketed by the Archer-Daniels-Midland Co. "Ardanco" is a by-product extracted from flaxseed immediately prior to crushing.

The new feed is adaptable for feeding hogs

and sheep, a milk producing stimulant for cows, and is palatable and finely ground.

The feed contains 15 per cent protein, 8 per cent fat content (minimum) and a maximum of 12 per cent fiber content.

Feedingstuffs Definitions Available.

Definitions of feedingstuffs thus far adopted by the Association of Feed Control Officials of the United States appears in the 1928-29 Bulletin issued, which also contains a brief summary of action taken at their annual convention,

of action taken at their annual convention, standing com'ites, etc.

L. E. Bopst, College Park, Md., sec'y-treasurer of the organization, is in a position to furnish the above to interested members of industry at 15 cents per copy. The bulletin is worthy of perusal, and the definitions command consideration.

Grinding Poultry Mash Feed.

R. O. Johnson, whose business it is to study poultry feeds and their preparation in connection with the applications for the concentrate mineral product, Minrol-Protin, suggests the preparation of a commercial mixed feed for poultry is not the simple task it appears. manufacturer may produce an excellent poultry mash, whereas another, using the same ingredients and the same proportions, may produce

a poor one.

Mr. Johnson tells of a case he encountered wherein this question was brought up.

"We buy only first-class ingredients," said the manufacturer. "Careful analysis indicates that the formula is right and that the propor-tions of the ingredients are in accord with the formula. Yet our feed refuses to give the results we expect."

results we expect."

An experimental lot of poultry was purchased and put on test with this manufacturer's mash feed. Careful observation was made at feeding time. A few of the birds were killed and examined. Then it was learned that the hungry early birds were picking out all the larger particles and the slow birds had to take the leavings. The larger particles were of one grain and the smaller particles of another. Consequently all of the birds were being improperly fed, none of them getting the proportions of each ingredient that the mixed formula contained. formula contained.

Carrying the investigation back to the mill it was found all of the grains were not being ground evenly. This was changed so that the ground particles of each ingredient would be of approximately the same size. Mixes were made a little more thoro and the feed again put on test. With no change of ingredients or proportions used, the results were all the

manufacturer expected.

Sometimes what is believed to be wrong with a feed may be simply the care and methods used in feeding. If the birds are fed too much scratch grain they so satisfy their appetites that they leave the mash hopper alone,

or take only a small part of the mash that is

mecessary to supply a balanced ration.

"Chickens," says one poultry expert, "are like children. If a bowl of oatmeal and a bowl of candy is placed on a table before a child, the candy will disappear first. Chickens also have preferences, which, humored, would ruin their production." their production.

Mash is the important producing part of a hen's ration. The scratch feed should be limited so as to force the bird to get at least 50% of her total ration from the mash hopper.

F. B. MORRISON, co-author of Henry and Morrison's "Feeds and Feeding," is slated to speak before the mid-winter meeting of the Eastern Federation of Feed Merchants.

J. P. PARKS

MILL FEEDS

Dried Buttermilk—Linseed & Cottonseed Meal Brokerage Exclusively 400 New England Bldg. Kansas City, Me. 327 So. La Salie St., Chicago, Ill.

HIAWATHA GRAIN CO.

MINNEAPOLIS, MINN. Grain, Screenings, Mill Oats GROUND FEEDS

Mixed Cars Operating HIAWATHA MILL

STANDARD COMMISSION CO. BROKERS

Grain, Mill Feed, Mixed Feed Ingredients

EXCHANGE BUILDING

MEMPHIS

CHICK - FEEDS

Starting and Growing Mashes Emery Thierwechter Co. Oak Harbor, Ohio

FAIRMONT'S

Pure Flake Buttermilk

9 Large Plants Excellent Service

THE FAIRMONT CREAMERY CO.U.S.A. OMAHA, NEBRASKA

Printed, Unprinted COTTON New of Second Hand new orlean

"Enlarging Mill to Install Two Additional Hullers"



-- Says Garner Roller Mills

Mr. Will Quilling, of the Garner Roller Mills, of Garner, Iowa, writes us as follows: "....I have had my Ajax in operation for more than a year and will say I am highly pleased with results obtained with it; both as to the efficiency of the huller and as an investment which is quite profitable, which is evidenced by the fact that I am enlarging my mill for the purpose of installing two additional hullers which will be your largest type Ajax.

I might add also that before purchasing your huller I had used two other makes but they did not in any way compare with your machine and were discarded."

Our file of correspondence from users is filled with letters similar to the one shown above. A short trial of a Rosco Ajax Huller convinced Mr. Quilling that our machine was the best on the market. It is evident from this letter and many others that the Rosco Ajax lives up to our claims of simplicity, low operating cost and a profitable production of quality out groats.

You have the same opportunity of making proft. Try this machine in your own plant, with your own grain and convince yourself.

Write today for information. Please address:

ROSCO HULLER CO.

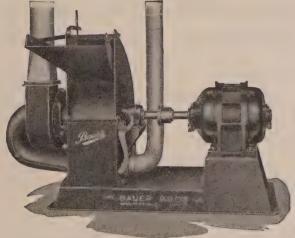
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Alemite Lubrication MOTOR, BELT or TEX-ROPE DRIVE

All Steel Construction, Welded Seams and Joints. Cast Steel Meal Duct and Fan, Dustless Cyclone Collector.

State capacity and style drive wanted. Also "BAUER" Attrition Mills, Crushers, etc.

THE BAUER BROS. CO.

Springfield

Manufacturers



GRUENDLER America's Leading Hammer Mill A Mill Without a Competitor

The new GRUENDLER requires no introduction. It is recognized as the greatest improvement in feed grinding machinery in over 27 years. No greater capacity, no higher quality has ever been obtained by any other grinding equipment. Installed on a positive guarantee of performance and let the results speak for itself.

As manufacturers and pioneers of swing hammer feed grinders for over 44 years, you are assured of the greatest development in swing hammer equipment. Built in spout magnets that will take out all tramp iron and reduce your insurance rates, reduce the wear and tear on hammers and screens, quick change screen and hammers fully patented by us are features that you will recognize together with a smooth operation free from vibration, heavy durable construction to last you a lifetime without attention or trouble. Simplicity, durability and high productive capacity, are features that you will find only in the GRUENDLER. For sound investment and protection consider the long experience and proven success of the GRUENDLER who recognizes no competitors.

Send for our latest bulletin also dry and molasses mixers and plans on

Gruendler Patent Crusher and Pulverizer Co. 1102 Landreth Bldg. - St. Louis, Mo.

Soy Bean Growing in Importance.

BY FELIX T. POPE, DEPARTMENT OF COMMERCE. The soy bean was introduced into the United States as early as 1804 and for several decades was regarded more as a botanical curiosity than as a plant of economic importance. the introduction from Asiatic countries of new varieties into the United States, the soy bean has assumed great importance and offers far-reaching possibilities to the future agriculture of this country.

A short ton of soy beans (33½ bushels) produces about 240 pounds of oil when crushed and 1,620 pounds of cake or meal, the remaining 140 pounds being invisible waste, mostly moisture thrown off in the process of manufacturing. Soy beans bring the highest price for seed and for food purposes, and least for crushing, so that with the limited supply of homegrown beans available, it is only after other demands are met that mills are able to buy. In spite of this, cotton-oil mills are active in promoting the growth of soy beans, as it gives them an opportunity to use their plants for longer seasons than they can depending entirely on cottonseed, the same machinery being used without additional equipment being required.

Soy beans were first used for the production of oil and meal in the United States in 1910, imported seed being used. American-grown seeds were first used in 1915 by cottonseed-oil mills in North Carolina.

Increase in production has been rapid in recent years, particularly so in Illinois, there being 30,000 bushels raised in 1919 and 1,750,000 in 1926, 2,405,000 in 1927 and approximately 2,650,000 bushels in 1928.

Production has not kept pace with the demand, and the United States is still a large importer, not only of the beans, but also of the cake and meal. Imports of cake and meal for the first 9 months of 1928 approximated 40,000 short tons.

Soy-bean oil, the product of the soy bean, is

perhaps one of the most versatile of the great varieties of vegetable oils in world commerce today. Its most extensive use as an edible oil is in the manufacture of lard compounds and oleomargarine, and a small amount in salad oil. In addition to its uses as an edible product, it has the properties of a drying oil, which lends itself to the paint and varnish industry, the soap kettle, and the manufacture of linoleum and oilcloth, while small amounts are used for illuminating and lubricating purposes in its native country.

Demand for Commercial Mixed Feeds Increasing.

Proper feeding of stock and poultry has kept step with the progress made in everything else, according to W. H. Hinkle, salesmanager for the Blair Elevator Corporation, Atchison, who

It hasn't been so many years ago that scrub stock and poultry was the rule. Farmers and feeders everywhere realize that profits from raising stock and poultry cannot be made from poor grades, but that proper feed is essential with good stock and proper care.

with good stock and proper care.

Feeders in northeast Kansas are demanding more commercial feeds of better quality, and to enable the Blair Milling Co. to offer to their many customers a complete flour and feed store in one car, the Blair Elevator Corporation planned the large mixed feed mill which was added to the regular grain handling equipment when the elevator was rebuilt a little over a year ago.

year ago.

As a sample of the progress that has been made in raising better poultry, the hen of a few years ago was considered fairly good if she laid twenty-five.eggs a year, can be compared with present day methods. With careful attention paid to breeding, with proper care and by feeding certified mash feeds, Mrs. C. C. Hutchinson, owner and manager of the Maplewood Poultry Farms at Sabetha, Kans., a member of the Kansas Record of Performance Breeders' Association, has one pen of thirty-two hens that produced an average of 260 eggs for one year; another pen of twelve that produced an average of 265 eggs, and another pen of sixteen which produced an average of 281 eggs per year.

Closer Cooperation of Grain Dealers and Millers.

and Millers.

(Continued from page 111)

In Rock Island County, Illinois, there has been undertaken a definite work in the interests of the farmer. In this are coordinated the Moline Ass'n of Commerce, Rock Island Chamber of Commerce, Rock Island County Farm Buro, Illinois State Chamber of Commerce, U. S. Chamber of Commerce, U. S. Dept. of Agriculture, Ill. State Agri. College, University of Illinois.

They are going at the farm problem just as at any business problem. They have surveys gathered and have tabulated information, and when the job is done Rock Island is going to know what it raises and what customers there are to buy it.

In Champaign, Ill., there has been carried on for four years an experiment in farming under a practical business system. This was referred to by the Indianapolis Star as "Chain Store Farming," and the Star suggested that its success pointed to a new era for farming. The fundamentals are similar to new ideas expounded at a recent convention of the American Farm Bureau Federation, where cooperative production was stressed.

Briefly, J. Johnson, Director Farm Management Dept. of Citizens State Bank of Champaign, manages 32 farms, totalling 7,500 acres, which pay \$1 per acre for this management. Many of these farms were losing money until they placed their lands in the system. The idea is extending rapidly, as neighboring farmers have seen the conclusive evidence of benefits obtained.

A recent press dispatch from Purdue indicates that their surveys and studies have proven conclusively that good management was the determining factor in making farm profits. They report examples of records kept on two farms in the same community, operated under similar conditions, showing one farm with a labor income of \$1,300 against a minus \$300 for the other. They state this is typical and conclude that in spite of all handicaps, that farmer can make a success whose type of farming suits his local conditions, who grows crops and livestock in general demand, who produces efficiently and studies his farm business.

SWEET PRINCESS NEWS is being published by Maney Bros. Mill & Elevator Co., Minneapolis Minn.



NOW you can do a custom mixing in molasses feeds as well as dry feeds and increase your profits as well as attract more customers to your door. This outfit mixes the feed, then measures and applies the molasses producing a smooth, even texture molasses feed that instantly meets the approval of feeders.

> Before you buy a feed mixer get full information on this Monarch equipment, the ideal outfit for mixing molasses and dry feeds. Ask for Catalog F.

SPROUT, WALDRON & CO.

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DON'T OVERLOOK

LABEL VALU

in selecting a line of mixed feeds

"LABEL VALUE" is a yardstick of the farmer's confidence in the ingredients of a mixed feed.

It is a well-known fact in the mixed feed industry that certain feedstuffs such as Linseed Meal when listed on the label reassure the farmer as to the quality of the entire mixture. In a recent nation-wide survey among feed dealers, 64% stated that they call attention to Linseed Meal on the label of mixed feeds. This 64% included nearly all the successful, prosperous dealers who were interviewed.

You cannot afford to overlook this point when deciding what line to push. Linseed Meal advertising is going into 5½ million farm homes every month, steadily increasing the label value of this old, established staple. Look for it when you buy - talk it when you sell mixed feeds.

LINSEED MEAL EDUCATIONAL COMMITTEE Milwaukee, Wis. Dept. 811, Fine Arts Bldg.

If you want vour customers to use more purchased feeds for home mixing or batch mixing in your plant, be sure to get a copy of our new Master Chart of formulas to hang on your wall. 36 x 42 inches. Sent free.



SEE CL The Universal Protein Feed

WHAT MORE CAN YOU ASK?

". . . . * I feel certain that it is superior to any mixer that I have ever seen.

In the first place, it mixes it thorough, and yet it does not grind it up so it looks dirty, like some of the others that I looked at before buying.

Also the speed in which you can get a batch into it and get it out again is quite an item in saving time over the other types.

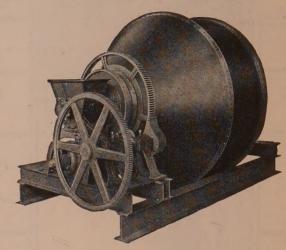
To make a long story short, we believe it a real mixer, and a good investment."

What an advertisement this Superior user has written—mixes thoroughly—does not grind the stock—speedy and a good investment.

What more can you ask?

Descriptive literature gladly sent on application.

*Name on request.



Investigate—Compare—Then Decide

Munson Mill Machinery Company, Inc.

Established 1825

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Representatives: F. J. Conrad, Cedar Rapids, Ia.; A. D. Hughes & Co., Wayland, Mich. General Mill Equipment Co., Kansas City, Mo.

OF COURSE YOU HANDLE FEEDSTUFFS! BUT WHAT PROFIT DO YOU MAKE?

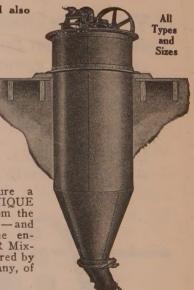
We can show you how to make your own feeds at a good substantial profit and also increase your business by giving better service to the farmers in your community.



FEED MIXERS

The UNIQUE Vertical Mixer is one of the most popular feed mixers on the market. The first cost is small — the machine is easy to install and economical to operate, and will mix all kinds of feeds at a profit for you.

We also manufacture a complete line of UNIQUE Horizontal Mixers—from the smallest to the largest—and recently took over the entire Line of GARDNER Mixers formerly manufactured by the Gedge-Grey Company, of Lockland, Ohio.



Let us show you the way to greater profits in handling feedstuffs. Write us for catalogs on UNIQUE Feed Milling Machines or get in touch with our representative.

ROBINSON MFG. CO., 42 ROBINSON BUILDING, MUNCY, PA

The HAINES FEED MIXER

The Mix Is Always Visible

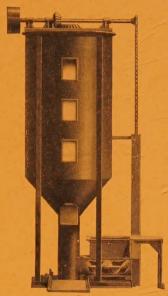
A self-contained unit shipped completely assembled ready for operation as soon as connected to power. No extra parts or elevators necessary. No millwright labor required. Easily set up or moved.

Manufactured in two sizes:

No. 1 Mixer capacity 50 cubic feet or 40 bushels.

No. 3 Mixer capacity 100 cubic feet or 80 bushels.

Either size furnished with pulley for belt drive or with electric motor and reduction gears for independent operation.



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THE GRAIN MACHINERY CO.

Marion, Ohio

WE WANT LIVE SALES REPRESENTATION IN OUR OPEN TERRITORIES

SIXTEEN YEARS of HARD SERVICE

without repairs.

That is the record of many



Corn Crushers

the first ones of which were manufactured in 1912.

The features of this efficient corn rusher, which have enabled it to go on year after year, doing a big day's work every day, are:

Unbreakable construction.

Simple design, which reduces wear to a minimum.

Crushes any corn, snapped or husked, wet or dry.

Occupies but 10 sq. ft. of floor space. Crushes 100 to 150 bushels of corn per hour.

Uses 10 to 12 H. P.

Write for Full Particulars

The Burgess-Norton Mfg., Co. 100-110 Richard St. GENEVA, ILL.

THE COST OF MAKING

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SCRATCH FEEDS

HE cost of making Scratch feeds de-

pends upon the operating efficiency of the grain cutting machine used. This is measured by the relation of the cost of the machine to its output—to the power required to run it—to the labor needed to operate it—and to the time consumed in repairs, renewals, sharpening knives, etc.

In choosing your grain cutter, choose the one that ranks highest in operating efficiency.

> The Wolf Rotary Grain Cutter produces the maximum amount of clean cut grain with the minimum amount of meal!

It provides true shearing action! It delivers the product with less power!

Its knives may be changed in a few minutes—not hours!

Its knives never need adjusting!

Grain millers who are interested in increasing their profits are invited to write for further information regarding the high rate of efficiency of the Wolf Rotary Grain Cutter.

THE WOLF COMPANY

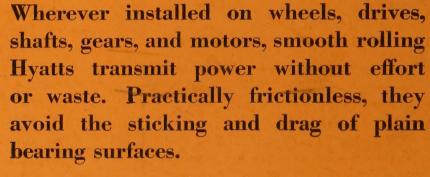
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Power Saving . . . Profit Saving . . . Longer Life . . . Faster, Steadier Production with equipment operating on . . .

# FOLLER BEARINGS PRODUCT OF GENERAL MOTORS

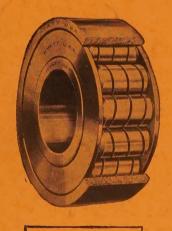


Equipment lasts longer when rugged Hyatts are employed. Immunity from bearing breakdowns insures faster, smoother production. Attention is confined to infrequent lubrications. Labor and maintenance costs are negligible.

Throughout all industrial applications, as in railroad, automotive, mining and agricultural equipment, engineers have found that the Hyattway is the Saving Way.



Newark Detroit Chicago Pittsburgh Oakland



The Hyatt Roller Bearing with outer race cut awaytoshowconstruction of roller assembly. Our engineers will gladly submit bearing designs for any application in which you are interested.